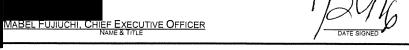
| APPLICATION | GHTH LEGISLATURE IN FOR GRANTS AII REVISED STATUTES | Log No: |
|---|---|----------------------------|
| STALLEN TEN TEN TEN | AI NEVISED STATUTES | For Legislature's Use Only |
| Type of Grant Request: | | |
| ☐ GRANT REQUEST – OPERATING | ☐ GRANT REQUEST – CAPITAL | |
| "Grant" means an award of state funds by the legislature, by an appropriati permit the community to benefit from those activities. | ion to a specified recipient, to support the activi | ties of the recipient and |
| "Recipient" means any organization or person receiving a grant. | | |
| STATE DEPARTMENT OR AGENCY RELATED TO THIS REQUEST (LEAVE BLANK IF OFFICE OF COMMUNITY SERVICES STATE PROGRAM I.D. NO. (LEAVE BLANK IF UNKNOWN): | UNKNOWN): | |
| 1. APPLICANT INFORMATION: | 2. CONTACT PERSON FOR MATTERS INVOLVING | G THIS APPLICATION: |
| Legal Name of Requesting Organization or Individual: | Name <u>Lynn Kua</u> | |
| Kauai Economic Opportunity, Incorporated | Title Administrative Officer | |
| Dba: | Phone # 808-245-4077 | |
| Street Address: 2804 Wehe Road, Lihue, HI 96766 | Fax # <u>808-245-7476</u> | |
| Mailing Address: SAME | E-mail <u>keo@keoinc.org</u> | |
| | | |
| 3. TYPE OF BUSINESS ENTITY: | 6. DESCRIPTIVE TITLE OF APPLICANT'S REQUE | ST: |
| | | |
| ☐ LIMITED LIABILITY COMPANY ☐ SOLE PROPRIETORSHIP/INDIVIDUAL | KEO | |
| OTHER | Purchase of Land | FOR THE |
| | Lihue Early Learnin | NG CENTER |
| | | |
| | | |
| 4. FEDERAL TAX ID #: | 7. AMOUNT OF STATE FUNDS REQUESTED: | |
| 5. STATE TAX ID #: | | |
| | FISCAL YEAR 2017: \$ 842,400.00 | |
| | | |
| EXISTING SERVICE (PRESENTLY IN OPERATION) AT THE TIME OF STATE FEDERAL COU | MOUNT BY SOURCES OF FUNDS AVAILABLE THIS REQUEST: FE \$ 0 ERAL \$ 0 NTY \$ 0 ATE/OTHER \$ 0 | |





| House District <u>14/15/16</u> Senate District <u>7</u> | A PPLICATION | HTH LEGISLATURE FOR GRANTS | Log No: |
|--|---|--|---|
| Octilate District | CHAPTER 42F, HAWA | AII REVISED STATUTES | For Legislature's Use Only |
| Type of Grant Request: | | ı | |
| ☐ GRANT REQUEST – OP | ERATING | ☐ GRANT REQUEST – CAPITAL | |
| "Grant" means an award of state funds by the leg permit the community to benefit from those activit | | on to a specified recipient, to support the activi | ties of the recipient and |
| "Recipient" means any organization or person rec | eiving a grant. | | |
| STATE DEPARTMENT OR AGENCY RELATED TO THIS R OFFICE OF COMMUNITY SERVICES STATE PROGRAM I.D. NO. (LEAVE BLANK IF UNKNOWN | · | unknown): | |
| 1. APPLICANT INFORMATION: | | 2. CONTACT PERSON FOR MATTERS INVOLVING | THIS APPLICATION: |
| Legal Name of Requesting Organization or Individ | fual: | Name Lynn Kua | |
| Kauai Economic Opportunity, Incorporated | | Title Administrative Officer | |
| Dba: | | Phone # <u>808-245-4077</u> | |
| Street Address: 2804 Wehe Road, Lihue, HI 967 | 66 | Fax # <u>808-245-7476</u> | *************************************** |
| Mailing Address: SAME | - | E-mail keo@keoinc.org | *************************************** |
| | | | |
| 3. TYPE OF BUSINESS ENTITY: | | 6. DESCRIPTIVE TITLE OF APPLICANT'S REQUE | ST: |
| ☑ Non Profit Corporation Incorpor. ☐ For Profit Corporation Incorpor. ☐ Limited Liability Company ☐ Sole Proprietorship/Individual ☐ Other | | KEO Purchase of Land | FOR THE |
| | radiation. | LIHUE EARLY LEARNIN | IG CENTER |
| | | | - |
| 4. FEDERAL TAX ID #: 99-0112851 5. STATE TAX ID #: W40397488-01 | | 7. AMOUNT OF STATE FUNDS REQUESTED: | |
| 5. STATE TAX ID #: <u>VV40597406-01</u> | | FISCAL YEAR 2017: \$ 842,400.00 | |
| 8. STATUS OF SERVICE DESCRIBED IN THIS REQUEST NEW SERVICE (PRESENTLY DOES NOT EXIST) EXISTING SERVICE (PRESENTLY IN OPERATION) | SPECIFY THE AM AT THE TIME OF STAT FEDE COU | | |

MABEL FUJIUCHI, CHIEF EXECUTIVE OFFICER
NAME & TITLE

Application for Grants

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. Please include the following:

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

Kauai Economic Opportunity, Incorporated (KEO) is a private non-profit agency, incorporated on March 16, 1965. The agency began as a local community action program created after the passage of the 1964 Economic Opportunity Act by the U.S. Congress. KEO is committed to promoting grassroots participation to create social and economic self-sufficiency among low-income families through an array of proven programs and services. The agency serves as a catalyst in encouraging effective local advocacy among the poor, enabling public officials and the general community to understand their needs and issues, and to mobilize resources to impact on poverty.

KEO is a multi-purpose organization with funding from a variety of sources. Over the past 50 years, the agency has fiscally administered millions of dollars of Federal, State, County, and private funds. The agency is the only human services organization on Kauai, whose purpose is to provide a wide range of services and activities that alleviate the conditions of poverty and allow low-income families and individuals to attain social and economic self-sufficiency.

As a private, non-profit agency, KEO has been able to operate with a reduced overhead and has been able to accomplish tasks that are difficult for government agencies. KEO has been creative in utilizing its resources, is cost conscious and maintains a high level of accountability of funds (stringent reporting requirements, contracts outside audits annually, and is periodically audited by the State of Hawaii).

2. The goals and objectives related to the request;

The main goal of the Early Learning Center is to help pre-school age children make a smooth transition from home to school. In addition, it provides childcare so families can obtain or maintain employment.

The main goal of this request is to acquire the **land** where the Lihue Early Learning Center building is located. KEO acquired the building in May 2001 and KEO currently leases the land thru Nalu Aio, LLC. The monthly lease has been constantly going up every year. KEO would like to maintain the affordability of its preschool services by lowering expenditures and one of the major expenditures of the center right now is for the land lease, a \$3,137 per month when calculates to \$37,644 annually.

We are currently a very affordable childcare program on the Island of Kaua'i. With the proposed acquisition of the Lihue Early Learning Center (LELC) land, we are hoping to ensure the affordability that we are currently able to provide in a secure environment for the children and families in our community that attend our childcare program. With the purchase of this parcel, we could also save that money and to enhance the program for the children and for parental activities, replace old furniture, replace and remodel our kitchen and bathroom to better serve our children.

3. The public purpose and need to be served;

Parents need to work to become self-sufficient and need reliable childcare to satisfy that need.

4. Describe the target population to be served; and

The target population includes working families who need affordable and dependable childcare.

5. Describe the geographic coverage.

The geographic coverage includes the entire County of Kaua'i.

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;

Children enrolled in KEO's Early Learning Centers participate in pre-school activities to develop school readiness skills. Graduates are developmentally ready to enter Kindergarten.

KEO is applying to the State of Hawaii for funding in the amount of \$842,400 to be able to acquire the land where the LELC is built and will be able to reduce expenditures and maintain the affordability that we are currently providing to the parents of the children enrolled at our pre-schools. See attached the offered made by Nalu Aio, LLC through Island Business and Commercial Brokerage.

| Scope of Work/Task | Responsible Party | Estimated Cost |
|---|----------------------|-------------------|
| Offer of purchase of the land by Kaua'i Economic Opportunity, Inc | KEO | \$0 |
| 2) Acceptance of offer | Nalu Aio, LLC | \$0 |
| 3) All acceptable purchase documents to execute the conveyance will be completed. | Escrow Company | \$842,400 |
| TOTAL | | \$842,400 |

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

Projected Annual Timeline July 2016 – June 2017

| Activity Dates | Program Activities & Strategies | Program Outcomes |
|-------------------|------------------------------------|-----------------------------------|
| 07/2016 | * Offer of purchase of the land by | Letter of offer submitted to Nalu |
| - | Kaua'i Economic Opportunity, Inc | Aio, LLC |
| 08/2016 | | |
| 07/2016 | *Acceptance of Offer | KEO receives acceptance of offer. |
| - | | |
| 08/2016 | | |
| 09/2016 | * Escrow company to complete | Purchase completed. |
| - | purchase documents to execute the | |
| 10/2016 | conveyance. | |

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

KEO's internal reporting procedures require monthly reporting of program progress towards performance goals and objectives. The report includes statistical and narrative sections. Actual accomplishments can be compared with

the performance goals and any deviation or problems could be worked out to ensure quality and timely accomplishments of the project. KEO will also comply with any additional reporting requirements of the funding agency such as quarterly and final program reports. Reports will follow standards and time frame as measure of program management. In house, KEO conducts a weekly management meetings for program evaluation and updates and to share information on accomplishments, upcoming events within KEO and with other community agencies. In addition, the CEO and Fiscal Officer hold monthly financial meetings with program directors to review program operations and its financial status. Private and government audits are also conducted on a yearly basis.

KEO will follow reporting guidelines specially in identifying realistic and achievable goals for the program. The guidelines will serve as an output performance or measurement of progress thereby meeting the need and proper delivery of services.

The purchase will be made via a bonafide escrow company to assure legal and quality conveyance. Evaluation will be the legal title transfer of fee ownership from Nalu Aio, LLC to Kaua'i Economic Opportunity, Inc in fee simple ownership.

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.

| Measurable Outcomes - Annual | Projected |
|--|-----------|
| Provide a comprehensive child care program for preschool children whose parents are employed, in school or in job training programs. | 48 |
| Of 48, participants enrolled in the Early Learning Centers program, 30 will regularly attend and be ready to attend Kindergarten by the end of the | 30 |
| program year. | |

III. Financial

Budget

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

See attached budget forms.

2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2017.

| Quarter 1 | Quarter 2 | Quarter 3 | Quarter 4 | Total Grant |
|-----------|-----------|-----------|-----------|-------------|
| | \$842,400 | | | \$842,400 |

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2017.

At this time we have not applied for funding from other sources for this project.

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.

KEO has not been granted or applied for any state or federal tax credits within the past 3 years.

5. The applicant shall provide a listing of all federal, state, and county government contracts and grants it has been and will be receiving for program funding.

At this time we have not applied for funding from other sources for this project.

5. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2015.

\$120,136.93

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.

As an agency, KEO has administered a variety of community service programs such as: Emergency Food Pantry, elderly Nutrition Congregate Program, Food Services, Emergency Food and Shelter Program, Transitional Housing, Housing Placement Program, Child Care, Alcohol and Drug Abuse Prevention After School Program, Employment Core Service for Immigrants and for Low-Income, Persons-In-Need Grants, Mediation Program, Group Homes for the Physically Challenged Adults, LIHEAP, WAP and other programs.

For over 51 years Kaua'i Economic Opportunity, Inc has been in operation in most of those years and has successfully provided daily, quality childcare year round for children ages 2 years and 9 months to 8 years old, for low income and working families. There are currently 48 enrolled at our Lihue Early Learning Center (LELC). We provide children the opportunity for social, physical, emotional and cognitive development, individually and in a group. All activities are planned by the center staff. A staff ratio of 1-12 (1 Staff to supervise 12 children) is maintained at out center. (Per State of Hawaii Licensing). We provide child care Monday through Friday from 7:00 a.m. to 5:00 p.m. for allow monthly fee of \$575. The Lihue Early Learning Center offers healthy meals to all enrolled children as part of our participation in the U.S. Department of Agriculture's (USDA) Child and Adult Care Food Program (CACFP). Each child is provided an a.m. and p.m. snacks at no cost and may purchase a lunch. Children from households with income less than or equal to the reduced price Income Eligibility Guidelines are eligible for free or reduced price lunches.

The Head Teacher/Director has the skills, abilities and knowledge to direct and deliver the requested services. She has 26 years working in a preschool setting. There is one (1) Teacher who works under the supervision of the Head Teacher/Director in assisting in managing the classroom operation for the Child Care Program. Two (2) Teacher's Aide also work under the supervision of the Head Teacher in implementing a developmentally appropriate program that includes daily activities in education, such as language arts, music, art, science, manipulative exercises and outdoor play.

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.

Kaua'i Economic Opportunity, Inc Administration Office is located at 2804 Wee Road, Lihue, and Kaua'i HI 96766. Located in the office is the central intake where the preliminary process is done for all KEO service program applicants. Lihue is the main town on Kaua'i and it is the central location for other special resources to meet the needs of the community. The building meets Americans with Disabilities Act (ADA) requirements. The office hours are 7:45 a.m. To 4:30 p.m. Monday to Friday except when closed in observance of State and Federal Holidays.

KEO operates the KEO Lihue Early Learning Center (LELC) located at 4360 Payee Street. The LELC was built in 1993 and the building was purchase by KEO back in May 2001. The center is wheelchair accessible and meets ADA requirements.

The Lihue Early Learning Center is the center of which KEO owns the building and leases the land.

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.

At the LELC there is one (1) Head Teacher/Director; one (1) Teacher; and two (2) Teacher's Aide.

The Head Teacher/Director possesses an AS degree in Early Childhood, Assistant Teacher possesses a CDA Certificate. The Teacher possesses a BA in Education, one Teachers Aide is in the process if attaining her CDA certificate and one newly hired Teachers Aide is attending PATCH classes. All are certified as per DHS-State of Hawaii License requirements.

At the LELC, the Head Teacher/Director has over 25 years of teaching experience; the additional staff has a combined experience of over 12 years.

The Early Learning Center is approved by Hawaii Child Nutrition Program to serve USDA, Required Daily Allowance meals. The staff attends USDA trainings to comply with the Hawaii Child Nutrition Programs guidelines. In addition, staff members are certified in CPR and First Aid.

The Chief Executive Officer (CEO) is responsible for the administration of the over-all legal, financial and program operations of the agency. The Fiscal Officer, Administrative Officer, Head Teacher/Director and most of the Program Directors report directly to the CEO.

The Fiscal Officer is responsible for the administration of all financial operations of the agency, providing the fiscal support for all KEO programs and the supervision of the fiscal staff. All financial transactions are approved by the Fiscal officer and the CEO.

The Administrative Officer supervises the human resources operation of the agency and along with the administrative staff, provides administrative support to KEO programs.

Plan for essential staff training for proper program management will include KEO's monthly evaluation, planning, and in-service training. In addition, the staff will attend training for job-related subjects such Hawaii Association for the Education of Young Children (HAEYC) - Kaua'i Chapter

Conference and Hawaii Nutrition Program yearly updates.

In this particular project, the administration staff is familiar in acquisition of property, as well as construction and they are very well qualified to execute the conveyance/transaction as such. If needed, the agency also has accessibility to legal counsel.

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 organization chart that illustrates the placement of this request.

See attached KEO Organization chart.

C. Compensation

The applicant shall provide the annual salaries paid by the applicant to the three highest paid officers, directors, or employees of the organization by position.

Chief Executive Officer \$101,904 Fiscal Officer \$80,112 Administrative Officer \$68,484

VI. Other

A. Litigation

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

KEO is not a party in any pending litigation and does not have any outstanding judgments.

B. Licensure or Accreditation

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

Attached is the State of Hawaii Child Care License for the Lihue Early Learning Center.

C. Private Educational Institutions

The applicant shall specify whether the grant will be used to support or benefit a sectarian or non-sectarian private educational institution. Please see Article X, Section 1, of the State Constitution for the relevance of this question.

The grant will not be used to support or benefit a sectarian or non-sectarian private education institution.

D. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2016-17 the activity funded by the grant if the grant of this application is:

- (1) Received by the applicant for fiscal year 2016-17, but
- (2) Not received by the applicant thereafter.

The grant is a onetime request to purchase the land for which the Lihue Early Learning Center is located.

E. Certificate of Good Standing (If the Applicant is an Organization)

If the applicant is an organization, the applicant shall submit one (1) copy of a certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2015.

See attached the Certificate of Good Standing.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2016 to June 30, 2017

Applicant: Kauai Economic Opportunity, Incorporated

| | | | | Total Private/Other |
|---|-------------|---|-------------------|----------------------|
| BUDGET | Total State | Total Federal | Total County | |
| CATEGORIES | | Funds Requested | Funds Requested | (d) |
| | (a) | (b) | (c) | (u) |
| A. PERŞONNEL COŞT | | | | |
| 1. Salaries | | | | |
| 2. Payroll Taxes & Assessments | | | | |
| 3. Fringe Benefits | | | | |
| TOTAL PERSONNEL COST | | | | |
| B. OTHER CURRENT EXPENSES | | | | |
| Airfare, Inter-Island | | | | |
| 2. Insurance | | | | |
| Lease/Rental of Equipment | | | | |
| 4. Lease/Rental of Space | | | | |
| 5. Staff Training | | | | |
| 6. Supplies | | | | |
| 7. Telecommunication | | | | |
| 8. Utilities | | | | |
| Software Upgrade & Subscription | | | | |
| 10 IT Consultant | | | | |
| 11 | | | | |
| 12 | | | | |
| 13 | | | | |
| 14 | | | | |
| 15 | | | | |
| 16 | | | | <u> </u> |
| 17 | ì | | | |
| 18 | | | | |
| 19 | | | | |
| 20 | | | | |
| | | | | |
| TOTAL OTHER CURRENT EXPENSES | | | | |
| C. EQUIPMENT PURCHASES | | | | |
| D. MOTOR VEHICLE PURCHASES | | | | |
| E. CAPITAL | 842,400 | | | |
| | | | | |
| TOTAL (A+B+C+D+E) | | | l . | |
| | | Budget Prepared | ł By: | |
| SOURCES OF FUNDING | | | | |
| | 842,400 | Luna Kua | | 3 08)245-4077 |
| (a) Total State Funds Requested | .a | Lynn Kua | | non g |
| (b) Total Federal Funds Requeste | | | | 1/- |
| (c) Total County Funds Requeste | d | | | |
| (d) Total Private/Other Funds Requested | | Signature of Authorize | ed Official | Date |
| | | MaBel Fujiuchi/CEO | | |
| TOTAL BUDGET | 842,400 | Married Anna Control of the Control | se type or print) | - |
| I OTAL BODGET | , TOO | Traine and The (Fleat | | |
| | | | | |

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES Period: July 1, 2016 to June 30, 2017

Applicant: KAUAI ECONOMIC OPPORTUNITY, INC

| POSITION TITLE | FULL TIME EQUIVALENT | ANNUAL SALARY | % OF TIME ALLOCATED TO GRANT REQUEST B | TOTAL STATE FUNDS REQUESTED (A x B) |
|-------------------------|-------------------------|---------------|---|--|
| NOT APPLICABLE | | | | |
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| TOTAL: | | | | |
| JUSTIFICATION/COMMENTS: | | | | |
| | | | | |

Application for Grants

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2016 to June 30, 2017

Applicant: KAUAI ECONOMIC OPPORTUNITY, INC.

| DESCRIPTION | NO. OF | COST PER | TOTAL | TOTAL |
|-------------------------|--------|----------|-------|----------|
| EQUIPMENT | ITEMS | ITEM | COST | вирсетер |
| Not Applicable | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| JUSTIFICATION/COMMENTS: | | | | |
| | | | | |

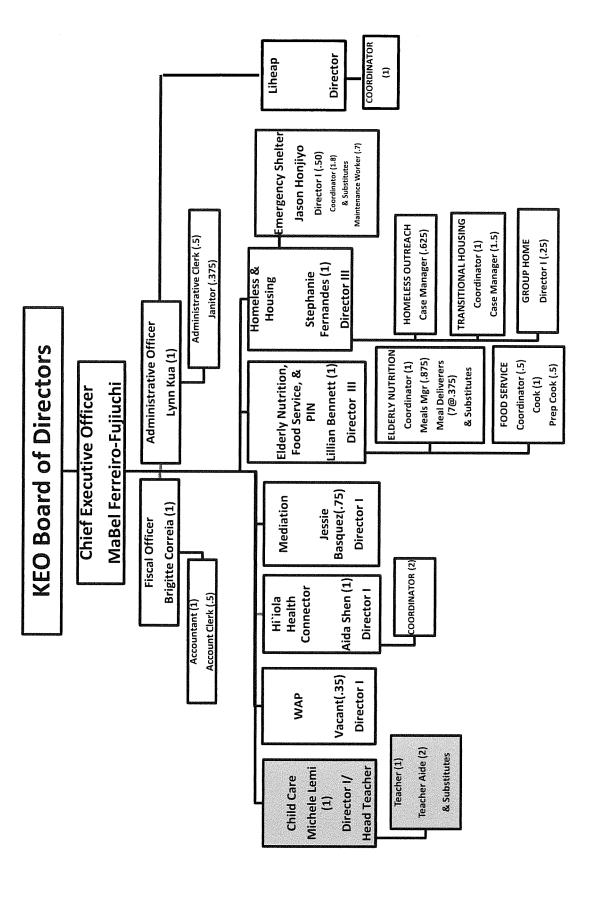
| DESCRIPTION | NO. OF | COST PER | TOTAL | TOTAL |
|-------------------------|----------|----------|--------|----------|
| OF MOTOR VEHICLE | VEHICLES | VEHICLE | COST | BUDGETED |
| Not Applicable | | | - | |
| | | | - | |
| | | | - | |
| | | | · • | |
| TOTAL: | | | | |
| JUSTIFICATION/COMMENTS: | | | | |

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS Period: July 1, 2016 to June 30, 2017

Applicant: KAUAI ECONOMIC OPPORTUNITY, INC

| ************************************** | FUNDIN | FUNDING AMOUNT REQUESTED | QUESTED | | | |
|--|--|---|--------------------------|-----------------------|--------------------------------------|------------------------|
| TOTAL PROJECT COST | ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEAR | ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS | STATE FUNDS REQUESTED | OF FUNDS REQUESTED | FUNDING REQUIRED IN SUCCEEDING YEARS | EQUIRED IN NG YEARS |
| | FY: 2014-2015 | FY: 2015-2016 | FY:2016-2017 | FY:2016-2017 | FY:2017-2018 | FY:2018-2019 |
| PLANS | | | | • | | |
| I AND ACQUISITION | | | \$ 842,400.00 | | | |
| DESGON | | | | | | |
| CONSTRICTION | | | | | | |
| EQUIPMENT | | | | | | · |
| TOTAL: | | | \$842,400.00 | | | |
| JUSTIFICATION/COMMENTS: | | | | | | |
| See attached offer from Nalu Aio, LLC. | | | | | | |





Mr. Kurisu, Member of Nalu Aio, LLC (the Seller) has given me a listing agreement to represent him and his company in the sale of the fee interest in real property located in the Kukui Grove area of Lihue. The list of properties includes your pre-school property located at 4360 Pahee St. This letter is to ask if your organization would have an interest in purchasing the entire fee interest in the improved real property located at this address.

The purchase price offered is the appraisal value ordered by American Savings Bank utilized to provide the basis for the purchase price between the former fee interest owner and the Seller plus a margin of 8.0%. As with virtually all bank ordered commercial real estate appraisals, the Seller had no control over the choice of the commercial appraisal company. In this case, the Appraisal firm chosen by the Bank to perform the appraisal was Colliers. As you might know, this is one of Hawaii's very largest commercial appraisal firms, with years of experience in determining fee interest values on properties where the improvements are owned by the lessee. The Appraiser who signed off on the appraisal was Robert Hastings, who has a MAI appraisal designation and approximately 20+ years of commercial appraisal experience. The appraisal is dated May 1, 2014

The fee interest price offered to your AOAO is \$842,400. This figure is the sum of the appraisal value of \$780,000 plus the 8.0% margin of \$62,400, totaling the offering price of \$842,400. Should you choose to enter escrow to purchase your organization's fee interest, a copy of that portion of the "master" appraisal related to your property will be provided to you. Please note that there is a strong likelihood that since the master appraisal was done more than a year ago, the fee interest value has probably increased as the maturity date of the individual leases comes closer and given the strong increase in commercial values in Lihue in the past year. For this reason, this fee interest purchase option is available only now and in the very near future. The maturity date of this offer has yet to be established but I will try and provide you with a two week notice of any planned intent to cancel this fee interest sale offer and/or an increase of the selling price. The Seller does, however, reserve the right to terminate this offer or change the listing price without notice. Should the Seller choose to extend the offering period, they retain the right to increase the offering price to compensate them for the increasing value of their fee interest.

Should you choose to move forward but will be seeking conventional bank financing for the purchase, two of Hawaii's largest banks and the escrow company handling this purchase opportunity have indicated that they are willing to provide a "package" of benefits related to the "standard" closing costs associated with commercial real estate mortgage loans in order to minimize the closing expense. There is a strong likelihood that 85%-100% financing for this fee interest purchase will be provided consequently requiring little or no down-payment. With the already approved agreement of the Seller, I am available to assist your organization in the commercial loan process at the bank of your choice without any charge for my services. Another opportunity is to apply through KIUC for a USDA RDLG loan.

This loan features a 10 year loan period/amortization schedule and a $\underline{0\%}$ interest rate for the life of the loan. I can also put you in touch with the proper party at KIUC to investigate this opportunity.

Please note that this offer is only extended to KEO and is not being made available to any other unrelated parties. Should KEO choose not to pursue this purchase, this purchase opportunity may not be extended to any other unrelated party without approval by the Seller.

Thank you for your consideration. If you would like me to provide you additional information such as a possible mortgage payment for any commercial mortgage loan for this fee purchase, please indicate so by signing in the appropriate area on the attached page. Similarly, if you are sure you have no interest in such purchase, please do me the favor of similarly indicating your decision not to move forward by signing where indicated.

Sincerely,



Jim Mayfield

President

Island Business and Commercial Brokerage, MBA, Lic #RB-20313

3175 Elua Street #C

Lihue, Hi. 96766

b. 240-3020

e. jim@islandbusinessbrokers.com

f. 866-652-1992

Please communicate further with me regarding this fee interest purchase.

KEO has an interest in the purchase of the entire fee interest being offered.

| Thank you, but KEO has no interest in this fee interest purchase |
|--|
| Name: Company/AOAO: Phone number: E-Mail: Mabel Ferreiro Frijuchi Formativa Jir Forma |
| 8/26/165 - Jim - as per my tidice misses this evening we would tell to have you come to the Board Diedos To have you come to the methor of 124/15 @ 9:30AM here an 1CED in son 9/24/15 @ 9:30AM here an 1CED in son for us to explore the "jornag" for us to explore the "jornag" free broads fee runnership of thee ground lease ground lease of could you please corpins you availablity with Lynn Kean moself of 245-4077 or keole keome moself of 245-4077 or keole keome |
| |

DEPARTMENT OF HUMAN SERVICES STATE OF HAWAII

BENEFIT, EMPLOYMENT AND SUPPORT SERVICES DIVISION

LIHUE EARLY LEARNING CENTER

is hereby granted a Certificate of Approbal

014267

to operate a GCC - Preschool Program at 4360 PAHEE ST, LIHUE, HI 96766

Revised Statutes, 1985, for the period beginning September 11, 2015, and ending September 10, for children not to exceed 48 in number. Said children shall be over 2 yrs & 9 mos of age and under 8 years of age. This certificate is issued in accordance with Section 346-161, Hawaii 2016, unless sooner revoked for cause.



RACHAEL WONG, DrPH

Director, Department of Human Services





STATE OF HAWAII STATE PROCUREMENT OFFICE

CERTIFICATE OF VENDOR COMPLIANCE

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs (DCCA).

Vendor Name: KAUAI ECONOMIC OPPORTUNITY, INCORPORATED

DBA/Trade KAUAI ECONOMIC OPPORTUNITY, INCORPORATED Name:

Issue Date: 01/11/2016

Compliant Status:

Hawaii Tax#: FEIN/SSN#: UI#: DCCA FILE#:

Status of Compliance for this Vendor on issue date:

Form Department(s) **Status** A-6 Hawaii Department of Taxation Compliant Internal Revenue Service Compliant COGS Hawaii Department of Commerce & Consumer Affairs Exempt LIR27 Hawaii Department of Labor & Industrial Relations Compliant

Status Legend:

Status Description

Exempt The entity is exempt from this requirement

The entity is compliant with this requirement or the entity is in agreement with agency and actively working towards Compliant

compliance

Pending The entity is compliant with DLIR requirement

Submitted The entity has applied for the certificate but it is awaiting approval

Not The entity is not in compliance with the requirement and should contact the issuing agency for more information Compliant

DECLARATION STATEMENT OF APPLICANTS FOR GRANTS 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 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 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 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.
- 2) If the applicant is an organization, 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 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 used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant 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 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.

| | | 1) | 2016 |
|---|----|---------|------|
| (Signature) | i, | (Date) | |
| MaBel Fujiuchi, Chief Executive Officer | | | |
| (Typed Name) | | (Title) | |

Rev 12/15/15 10 Application for Grants