House District2/	INTH LEGISLATURE	Log No:	
0 / 0 / 10	APPLICATION FOR GRANTS t13 Chapter 42F, Hawaii Revised Statutes		
		For Legislature's Use Only	
Type of Grant Request:			
X□ GRANT REQUEST – OPERATING	☐ GRANT REQUEST – CAPITAL		
"Grant" means an award of state funds by the legislature, by an appropriat 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	unknown): Department of Human Service		
STATE PROGRAM I.D. NO. (LEAVE BLANK IF UNKNOWN):			
1. APPLICANT INFORMATION:	2. CONTACT PERSON FOR MATTERS INVOLVING	G THIS APPLICATION:	
Legal Name of Requesting Organization or Individual: Aloha United Way, Inc	Name Norm Baker	······································	
Dba: N/A	Title Chief Operating Officer		
Street Address: 200 N. Vineyard Blvd., Suite 700, Honolulu, Hawaii	Phone # <u>808-543-2202</u>		
96817	Fax # <u>808-543-2222</u>		
Mailing Address: Same as Above	E-mail norm@auw.org		
3. TYPE OF BUSINESS ENTITY: X Non Profit Corporation Incorporated in Hawaii For Profit Corporation Incorporated in Hawaii Limited Liability Company Sole Proprietorship/Individual Other 4. Federal tax id #: 5. State tax id #:	6. DESCRIPTIVE TITLE OF APPLICANT'S REQUE FUNDING TO CONTINUE THE OPERATION OF THE HOMELESS INITIATIVE CURRENTLY BEING OPER THIS VERY SUCCESSFUL PROGRAM PROVIDES UP RENT/DEPOSIT/UTILITY ASSISTANCE TO AT-RISK HAS HOUSED OVER 4,000 INDIVIDUALS SINCE BEG OF 2016. OUR PROPOSAL WOULD CONTINUE THE EXISTING CONTRACTOR FUNDING MECHANISM THAT HAS IN HIGHLIGHTED ABOVE. OUR INTENT IS TO CONDUCT A RFP TO SELECT FOR TO DELIVER THE ASSISTANCE. OF THE REQUESTE WILL BE SUB-CONTRACTED TO OTHER NONPROFINAL BE SUB-CONTRACTED TO OTHER NON-PROFINAL BE SUB-CONTRACTED TO SUB-CONTR	COORDINATED STATEWIDE ATED BY ALOHA UNITED WAY. TO THREE MONTHS OF AND HOMELESS CLIENTS AND GINNING OPERATIONS IN APRILE G. MASTER CONTRACTOR/SUBENABLED THE RESULTS PROVIDERS ACROSS THE STATE ED \$3,500,000, \$3,242,750 ITS.	
X EXISTING SERVICE (PRESENTLY IN OPERATION) AT THE TIME OF STATE	MOUNT BY SOURCES OF FUNDS AVAILABLE THIS REQUEST: TE \$APPROXIMATELY \$1,000,000 IS AVAILABLE ERAL \$0 NTY \$0 (ATE/OTHER \$0	FROM THE CURRENT AWARD	

PECETYED 1/20/17 100

I. Background and Summary

Aloha United Way (AUW) has been supporting our community for nearly 100 years. Through our funding efforts, we help to make possible the programs that address critical issues facing individuals and families, often filling the gaps that exist between public and private services. We improve lives, motivate people to help others, increase resources to meet needs, and inspire collective solutions.

In recent years, AUW has evolved from supporting individual services to making a broader impact in problem solving through a collective impact approach to our community's most intractable and persistent issues. Our outreach and research efforts have guided us to focus on the three primary areas of education, poverty prevention, and safety-net services, acknowledging how each area can have implications on the other two. We strive to address not just an immediate need, but the conditions that create the need, so that our community can benefit from long-term, sustainable solutions. In 2016, AUW invested \$14.4 million, supporting critical services provided throughout our community.

In 2016, AUW was selected to manage the Coordinated Statewide Homeless Initiative (CSHI), a one-time, one-year grant, which provides rent, deposit and utility assistance to homeless and atrisk of homeless populations. In just nine months of operation, the CSHI pilot program exceeded 12-month contract goals and stakeholder expectations by serving 1324 households consisting of 2,198 adults and 1,922 children. In short, over 4,000 people who would be homeless are safely housed as a result of CSHI.

A key lesson learned from that program is that for every homeless person we have served, there are three people in the eviction process about to become homeless. While the recent budget proposals would provide funding to address the chronic homeless, solving our homeless crisis must also include preventing the constant flow of new people into homelessness. Our proposed program will further leverage the highly successful CSHI program with a focus on prevention of homelessness.

The target population for our proposed program is households at risk of homelessness as evidenced by proof of imminent eviction or other verifiable evidence that a household is about to become homeless. The program would operate statewide with AUW functioning as Master Contractor and RFP-selected providers across the State delivering the services. While the requested Grant-In-Aid amount is higher than average, it will actually provide funds to approximately 20 agencies across all four Counties, all focused on the homeless issue, all monitored by the Master Contractor, and, all reporting using the unique AUW data system which will provide the Legislature real-time results.

II. Service Summary and Outcomes

In 2016, 63% of people in the United States lacked an emergency savings fund to deal with an unexpected \$500 expense. People living in Hawaii are more likely to live paycheck to paycheck than in any other state. In fiscal year 2014, the District Court of the First Circuit, which oversees all of Oahu, presided over 6,968 eviction cases. These statistics illustrate why so many people

confronted with evictions fall into homelessness. With so many of Hawaii's working citizens living paycheck to paycheck and struggling under our high costs of living, it is critical to have eviction prevention programs to keep them from falling into homelessness.

We can no longer just bail water from the canoe without plugging the hole. For every homeless person in Hawaii there are three with an eviction notice, imminently homeless. Prevention of homelessness requires fewer resources than the recovery. It costs less to keep people in housing than it does to move them out of homelessness. It essential that we have effective programs doing both in order to make progress on our homeless crisis.

The CSHI program is designed to provide rent, security and utility deposit payments for eviction prevention for those at-risk of homelessness. Oversight of the program is provided by AUW through our Homeless Coordination Center as the Master Contractor who supervises <u>20</u> subcontracted provider agencies statewide. The CSHI network is currently functioning; and, with timely funding through this Grant in Aid could continue without interruption. Broad CSHI guidelines for service are as follows:

- Assistance is limited to a total of three payments for any combination of rent, deposit and/or utility assistance.
- Assistance is provided by direct payments made by provider agencies to landlords and/or utility companies.
- Payments are made within 5 business days following applicant approval for CSHI assistance. Approval is coordinated through AUW's 211 service to assure recipients don't receive payment from more than one service provider.
- Assistance is provided for those "at-risk" of homelessness as verified by a legally binding 5-day pay or quit notice from the landlord or eviction notice issued by the judiciary court.
- All applicants must demonstrate ability to independently sustain rental payments following the period of CSHI assistance and the maximum award is 3 payments.
- Each approved recipient of CSHI funds must complete financial literacy and budget counseling directed by the provider agency and adhere to a housing plan.
- The provider agency must maintain monthly contact with each CSHI client for a minimum of six months to provide client support and promote housing sustainability.

The measures of effectiveness and associated targets for the proposed program include the following:

- OUTPUT: Total Number of At-Risk Households Served. Target: 1,100 including 600 with minors.
- OUTPUT: Total Number of Adults Served. Target: 2,000
- OUTPUT: Total Number of Minors Served. Target: 1,700
- OUTPUT: Total Number of Individuals Served. Target: 3,700 individuals.
- OUTPUT: Total Number of Requests for assistance to AUW 211. Target: 1,000
- OUTPUT: Total Number of Referrals Made: Target 2,500
- OUTPUT: Total Financial Assistance Provided. Target: \$2,750,000
- OUTPUT: Financial Assistance Distribution by County. Target: Oahu: 65%, Maui: 10%, Kauai 5%, and Big Island 20%.

- OUTPUT: Average Assistance per Individual Served: Target: Approximately \$735 per Individual
- OUTCOME: Percentage of those Assisted that Maintain Contact After 12 Months. Target: 75%
- OUTCOME: Percentage of those Assisted that Remained Housed After 12 Months. Target: 75%

Note: These data points are updated in real time and can be made available immediately upon request.

The existing homeless service system is highly fragmented. There are multiple funding sources, a broad array of service providers, multiple entry points and a lack of data on system utilization. While recent efforts are attempting to address some of these issues, AUW has demonstrated that a centrally coordinated effort greatly increases effectiveness and efficiency. Therefore, a portion of the requested funding will be used to continue operations of the Homeless Coordination Center that was funded by CSHI.

The Homeless Coordination Center will monitor the day-to-day operation of the approximately 20 subcontracted provider agencies. Because AUW's unique data gathering process allows the program performance data to be updated in real time, the Center can immediately identify underperforming agencies, address questions concerning the eligibility of a particular client and quickly address quality of service issues with providers.

A major strength for AUW in our response to Hawaii's homeless crisis is our 2-1-1 Information & Referral Service which serves as the access portal to the Homeless Coordination Center. This infrastructure enables a seamless handoff to those seeking assistance and provides the foundation for a Coordinated Entry System, recognized in other jurisdictions as a key factor in solving homelessness. AUW 2-1-1 and the Homeless Coordination Center currently operate from 7AM to 5PM on non-holiday business days.

The 2-1-1 line is a confidential, toll-free help hotline for anyone in Hawaii. With 2-1-1, people in need can easily find information and referrals on everything from crisis intervention and counseling to job training, educational programs, child care, and housing and homeless assistance.

In 2016, Aloha United Way's 211-help line and assistance website received nearly 62,000 requests for information (up from 57,000 in 2015) with the top four requests in order of volume being: 1) Rental Assistance, 2) Food Pantries 3) Homeless Services 4) Unities Payments Assistance. Notably, these four areas represented 41% of total requests for help.

III. Financial

Our proposed budget is attached. Please note that of the \$3,500,000 requested, \$3,242,750 will be subcontracted through a competitive RFP process to approximately 20 Provider Agencies across the State. The Provider Agencies will be allowed to claim up to 10% of their allocation to

Applicant: Aloha United Way

cover the costs of administering the program. Therefore, of the \$3,500,000 requested, approximately \$2,920,000 will be delivered to clients for rent, deposit and/or utility assistance.

Applicant will request quarterly payments as follows:

Quarter 1: \$950,000Quarter 2: \$950,000Quarter 3: \$950,000Quarter 4: \$650,000

The applicant has not received or applied for any federal or state tax credits pertaining to this project.

The applicant has been receiving a state grant award of \$5,000,000 and is currently operating the CSHI project discussed in this application. This award will end on August 14, 2017. However, the funding available for at-risk services in CSHI is anticipated to be fully expended in April or May 2017 at current expenditure rates.

AUW Unrestricted Current Assets as of December 31, 2016 was \$11,654,127 (Unaudited).

IV. Experience and Capability

The applicant has operated the CSHI program for the past 10 months. During that period an RFP was issued, Provider Agencies selected, the Homeless Coordination Center established and staffed, the data collection system created and made operational, a study of homeless entry portals contracted, approximately 80% of the award funding was successfully executed and all contract goals surpassed. This proposal requests funding to continue the program. The systems and requested staff are in place and prepared to continue operating CSHI.

The applicant also functions as the Collaborative Applicant for the local Homeless Continuum of Care, Partners in Care. In this role we provide the administrative support for the operation of the Continuum and receive HUD-directed federal planning funds to support the operation.

Services will not be delivered at the applicant's facility (located at 200 N. Vineyard Blvd, Suite 700, Honolulu, Hawaii 96817). Rather, service delivery will take place at the facilities of the Provider Agencies selected through the planned RFP process. Applicant will ensure that all State required facility requirements are included in their review/approval of the selected Provider Agencies.

V. Personnel: Project Organization and Staffing

AUW has identified four personnel that will be responsible for executing the requested project:

• 1.0 FTE: Homeless Coordination Center Manager – this position will be manned by Mr. Jay King who has functioned in the same role during the ongoing CSHI program. Mr. King is a recognized expert in the homeless area and has a very sound working relationship with most of the homeless provider agencies in the State.

Applicant: Aloha United Way

- 1.0 FTE: AUW 2-1-1 Information and Referral Specialist/Homeless Coordination Center Liaison this position will be filled by Mr. Ronald Betts who has also been in this role during the ongoing CSHI contract. Mr. Betts has a very broad knowledge of the nonprofit community based on his experience referring 2-1-1 callers to services to help them address homeless-related issues.
- 0.25 FTE: Grant Accountant: This position will be filled by Ms. Nan Katsuda, AUW's Vice President of Finance. She has extensive accounting experience and has been with AUW for about a year.
- 0.20 FTE: Grant administrator: This position will be filled by Mr. Norm Baker who will provide interface with the State and oversee the operation of CSHI. Mr. Baker has extensive nonprofit and business experience and has been with AUW for 13+ years. He filled the same role during execution of the ongoing CSHI grant.

Two versions of our organization chart are attached. The first shows the full AUW staffing; while the second shows only the relationship and lines of supervision for the positions described above.

The compensation levels by position for the three highest paid members of the AUW staff are:

- Ms. Cindy Adams, Chief Executive Officer: \$160,000
- Mr. Norm Baker, Chief Operating Officer: \$123,500
- Mr. Marc Gannon, Vice President Community Impact: \$95,000

VI. Other

AUW is not party to any pending litigation nor subject to any outstanding judgement.

AUW is fully accredited as an affiliate of United Way Worldwide. We are one of 1,600 affiliates worldwide. Each affiliate is independently operated and under the control of a local Board of Directors.

The proceeds of the requested grant will not be used to support or benefit a sectarian or non-sectarian educational institution.

AUW is committed to addressing the prevention of homeless because of our experience that the cost of prevention is significantly less than the cost of intervention. For this reason, if we are selected to receive the grant for FY 2017-18 but not in subsequent FY's, we would continue to pursue additional funding to deliver a program like CSHI. We also have the proceeds of our annual workplace campaign and, while those funds would not be adequate to fully fund CSHI as proposed in this request, they would permit us to provide assistance at some lesser level.

Aloha United Way's Certificate of Good Standing is attached.

BUDGET

(Period February 15, 2016 to February 14, 2017)

Applicant/Provider:	Aloha United Way
RFP No.:	Grant in Aid 2017
Contract No. (As Applicable):	

DL	DGET	Budget			
	TEGORIES	Request			
		(a)	(b)	(c)	(d)
Α.	PERSONNEL COST				
	1. Salaries	128,161			
	2. Payroll Taxes & Assessments	12,113	<u> </u>		
	3. Fringe Benefits	38,032			
	TOTAL PERSONNEL COST	178,306			
В.	OTHER CURRENT EXPENSES			<u> </u>	
	Airfare, Inter-Island				
	Airfare, Out-of-State				
	3. Audit Services				
	Contractual Services - Administrative				
	Contractual Services - Administrative Contractual Services - Subcontracts	3,242,750			
	6. Insurance	5,272,730			
	7. Lease/Rental of Equipment				
	8. Lease/Rental of Motor Vehicle				
	Lease/Rental of Motor Verticle Lease/Rental of Space	13,150			
	10. Mileage	13,130			
	11. Postage, Freight & Delivery				
	12. Publication & Printing			:	
	13. Repair & Maintenance				
	14. Staff Training				
	15. Substance/Per Diem	1.020			
	16. Supplies 17. Telecommunication	1,030 15,840			
		15,640			
	18. Transportation				
	19. Utilities				
	20. Other:	40.474			
	21. Administrative Costs for Providers	19,174			
	22.				
	23.				
	TOTAL OTHER CURRENT EXPENSES	3,291,944			
).	EQUIPMENT PURCHASES				
).	MOTOR VEHICLE PURCHASES				
ГОТ	AL (A+B+C+D)	3,470,250			
			Budget Prepared By:		
SOL	JRCES OF FUNDING		Norm Baker, Chief Ope	rating Officer	543-2202
'	1	3,500,000	Name (Please type or print)		Phone
	(a) Budget Request	3,500,000		•	
	(c)	***************************************	Signature of Authorized	Official	Date
(c)			Cindy Adams, President & CEO		
	(d)		Name and Title (Please type or print)		
			For State Agency Use Only		
TOTAL REVENUE		3,500,000	. S. Gizio Agailay asa Offiy		
רחז					

BUDGET JUSTIFICATION PROGRAM ACTIVITIES

Applicant/Provide	er: Aloha United Way						
RFP No.:	Grant in Aid 2017	Period: _	July 1, 2017	_ to _	June 30, 2018	Date Prepared:	1/18/2017
Contract No. :							

DESCRIPTION	AMOUNT	JUSTIFICATION/COMMENTS
Supplies - Office Supplies	1,030	Standard office supplies for the Homeless Coordination Center
Telecommunication - Cloud / Internet Acces	5,040	Cloud/Internet access are based on existing AUW agreements.
Telecommunication - Call Connectivity Charges	10,800	Charges are based on estimated call volume and include long distance charges for Neighbor Island callers.
Facility	13,150	172 SF/per employee at \$2.60 per SF rent per month
Total:	30,020	

BUDGET JUSTIFICATION CONTRACTUAL SERVICES - SUBCONTRACTS

Applicant/Provider:	<u>Aloha</u>	United Way	······································	
RFP No.: Grant in Aid 2017		Period: 7/1/2017 to 6/30/2018	to	Date Prepared: 1/18/2017
Contract No.				

NAME OF BUSINESS OR INDIVIDUAL	TOTAL BUDGETED	SERVICES PROVIDED	JUSTIFICATION/COMMENTS
Approximately 20 nonprofits with homeless programs will be selected from across the state to provide the services intended with this Grant in Aid. They will deliver rent/deposit/utility assistance to eligible clients.	\$3,242,750.00	Rent/deposit/utility assistance and an administrative fee of 10% of the total award	By providing rent and/or utility assistance to those at-risk for homelessness we keep currently housed in their homes. By providing rent and deposit assistance we enable those that are currently homeless but ready to move toward self sufficiency the help they need to get housed.
TOTAL:	\$3,242,750.00		

BUDGET JUSTIFICATION PERSONNEL: PAYROLL TAXES, ASSESSMENTS, AND FRINGE BENEFITS

Applicant/Provider: Aloha United Way

RFP No.: Grant in Aid 2017 Period: July 1, 2017 to June 30, 2018 Date Prepared: 1/18/2017

Contract No.:

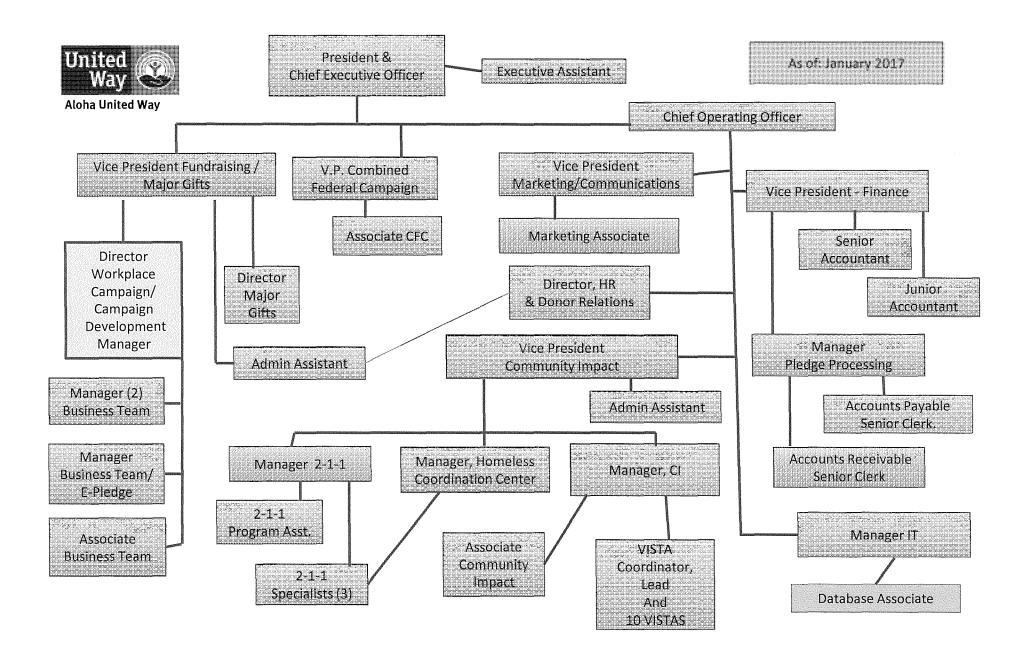
Contract No	BASIS OF	%	
	ASSESSMENTS OR	OF	
TYPE	FRINGE BENEFITS	SALARY	TOTAL
PAYROLL TAXES & ASSESSMENTS:			
Social Security	As required by law	As required by law	\$ 10,283.00
Unemployment Insurance (Federal)	As required by law	As required by law	\$ 404.00
Unemployment Insurance (State)	As required by law	As required by law	\$ 404.00
Worker's Compensation	As required by law	As required by law	\$ 350.00
Temporary Disability Insurance	As required by law	As required by law	\$ 672.00
SUBTOTAL:			\$ 12,113.00
FRINGE BENEFITS:			
Health Insurance	Fixed Price per Coverage	\$980/month	\$ 28,812.00
Retirement	Percent of Salary	3%	\$ 3,845.00
Long term Care Ins	Age of Employee	0.20%	\$ 256.00
Life Insurance	Age of Employee	1.7%	\$ 2,179.00
Parking	All emplotyees	\$100/Month	\$ 2,940.00
SUBTOTAL:			20.022
			38,032
TOTAL:			50,145

JUSTIFICATION/CO Health care based on employee rate rate with 85% paid by Aloha United Way. Retirement is the maximum match rate for our employee 401K plan.

Form SPO-H-206B (Effective 10/01/98)

BUDGET JUSTIFICATION PERSONNEL - SALARIES AND WAGES

Applicant/Provider: RFP No.: Contract No.:	Aloha United Way Grant in Aid 2017	Period: July 1, 2017 to June 30, 2018		Period: July 1, 2017 to June 30, 2018 Date		Date Prepared:	1/17/2017
POSITION NO.	POSITION TITLE	FULL TIME EQUIVALENT TO ORGANIZATION	ANNUAL SALARY INCLUDING BUDGETED SALARY INCREASE A	% OF TIME BUDGETED TO THE CONTRACT B	TOTAL SALARY BUDGETED TO THE CONTRACT A x B		
1	2-1-1 Information & Referral Specialist	1	27111.00	100.00%	27,111		
2	CSHI Housing Manager	1	62500.00	100.00%	62,500		
3	Grant Accountant	0.25	55000.00	25.00%	13,750		
4	Grant Administrator	0.2	124000.00	20.00%	24,800		
TOTAL					100		
TOTAL:	Managar who will lood the Hameless				128,161.00		
JUSTIFICATION/C	Manager who will lead the Homeless						



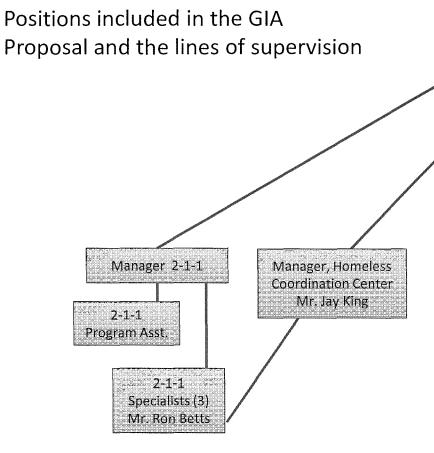


President & Local Chief Executive Officer

As of: January 2017

Chief Operating Officer Mr. Norm Baker

> Vice President – Finance Ms. Nan Katsuda





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

Vendor Name: ALOHA UNITED WAY, INC.

DBA/Trade Name: ALOHA UNITED WAY, INC.

Issue Date: 01/19/2017

Status: Compliant

Hawaii Tax#: w40393672-01

New Hawaii Tax#:

FEIN/SSN#: XX-XXX3494 UI#: XXXXXX1298

DCCA FILE#: 13872

Status of Compliance for this Vendor on Issue date:

Form	Department(s)	Status	
A-6	Hawaii Department of Taxation	Compliant	atomorphis the
PRINCIPAL MANUEL MANUEL CONTROL CONTRO	Internal Revenue Service	Compliant	
COGS	Hawaii Department of Commerce & Consumer Affairs	Compliant	
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant	

Status Legend:

Status	Description
Exempt	The entity is exempt from this requirement
Compliant	The entity is compliant with this requirement or the entity is in agreement with agency and actively working towards
Pending	The entity is compliant with DLIR requirement
Submitted	The entity has applied for the certificate but it is awaiting approval
Not Compliant	The entity is not in compliance with the requirement and should contact the issuing agency for more information

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.

Aloha United Way(Typed Name of Individual or Organization)	
	January 20. 2017
Cindy Adams(Typed Name)	Chief Executive Officer(Title)