THE TWENTY-NINTH LEGISLATURE

	CATION FOR GRANTS F, HAWAII REVISED STATUTES	
Type of Grant Request: GRANT Request - Operating X	GRANT REQUEST - CAPITAL	
"Grant" means an award of state funds by the legislature, by an application the community to benefit from those activities.	propriation to a specified recipient, to support the activities o	the recipient and permit
"Recipient" means any organization or person receiving a grant.		
STATE DEPARTMENT OR AGENCY RELATED TO THIS REQUEST (LEAVE BLANK IF U	nknown):	•
STATE PROGRAM LB, NO. (LEAVE BLANK IF UNKNOWN):	• •	70
1. APPLICANT INFORMATION:	2. CONTACT PERSON FOR MATTERS INVOLVING THIS AP	PLICATION:
Legal Name of Requesting Organization or Individual: Mālama Loko Ea Foundation Dba. N/A Street Address: 62-540 Kamehameha Hwy, Hale'iwa HI 96712 Mailing Address: P.O. Box 553, Hale'iwa HI 96712	Name Ras DεCοιτο Title Executive Director Phone # (808) 227-6461 Fax # E-mail rae@lokoea.org	
3. TWEE OF RESIDESS ENTITY: X Non profit Corporation Incorporated in Hawaii For profit Corporation Incorporated in Hawaii Limited Liability Company . Sole Proprietorship/Individual Other	6. DESCRIPTIVE TITLE OF APPLICANT'S REQUEST: BUILDING CAPACITY AT LONG EA FISHEOND BUILDING A VOLENTEER LEADER PROGRAM.	
4. FEDERAL FAX ID #: 5. STATE TAX ID #:	7. AMOUNT OF STATE FUNDS REQUESTED: FISCAL YEAR 2018: \$89,555	
8. STATES OF SERVICE DESCRIBED IN THIS REQUEST: NEW SERVICE (PRESENTLY DOES NOT EXIST) EXISTING SERVICE (PRESENTLY IN OPERATION)	SPECIFY THE AMOUNT BY SOURCES OF FUNDS AVAILABLE AT THE TIME OF THIS REQUEST:	STATE
\$ <u>0</u> \$ <u>12,800</u>		FEDERAL
S 98.700		PRIVATE/OTHER
TYPE NAME & TITLE OF AUTHORIZED REPRESENTATIVE.		· · · · · · · · · · · · · · · · · · ·
10	RAS DECOITO - EXECUTIVE DIRECTOR	1/19/2017

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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;

The loko i'a fishpond in Hale'iwa, traditionally named Lokoea is a rare, significant cultural site nestled on O'ahu's North Shore. Lokoea is located in the ahupua'a of Kawailoa, a land division from mountain to sea, in the moku land district of Waialua. The area is traditionally known for its profusion of fresh water springs and flowing streams. Famous was the moku of Waialua for its abundance and fertility, where mahi'ai farmers and kanaka lawai'a fishermen could sustain their families with bountiful harvests. Mālama Loko Ea Foundation was granted operating rights of Lokoea fishpond in 2009 from Kamehameha Schools to manage over 14 acres of lands including over 8 acres of Lokoea, a pu'uone-type fishpond.

Lokoea is indeed an ancestral place of importance, a significant Wahi Pana to the people of Waialua. The site is associated with ancient deities, cultural practices and historical events. This fishpond once helped to sustain its community by providing aquatic food resources like native fish and seaweed. Over time, Lokoea has unfortunately taken on an unprecedented amount of stress due to surrounding developments, mismanagement of resources and lack of continuous cultural practices. Today, Lokoea is on a path to restoration with the help of the Mālama Loko Ea Foundation.

2. The goals and objectives related to the request;

Ua ahu ka imu, e lāwalu ka i'a.

The oven is ready, let the fish wrapped in ti leaves be cooked.

All preparations have been made; now let us proceed with the work.

'Ōlelo No'eau #2768

Mālama Loko Ea Foundation is dedicated to restoring a healthy flourishing ecosystem to Lokoea through habitat restoration for the Waialua Bay community but also the greater areas of Oʻahu. MLEF currently runs three (3) programs and it is our goal to launch and/or broaden the scope of

Rev 12/2/16 Application for Grants

three new programs while continuing extensive and valuable education and maintenance regarding Native Hawaiian culture, history, and food independence to benefit the community.

The goals and objectives for the three programs related to the request are;

Volunteer Leader Program: Holomua Leadership Series- The vision of the Holomua Leadership Series (HLS) is to nurture diverse leadership for a sustainable MLEF as well as a sustainable Hawai'i. HLS aims to catalyze change by providing emerging young leaders through rigorous 'Ike Hawai'i "Hawaiian cultural knowledge" to build capacity within MLEF.

Advancement + Fundraising: Kupa'a Program - Since receiving its 501(C) 3 status in 2012 MLEF has done little to no fundraising. MLEF relies mainly on annual Memorandum of Agreement for educational programs under Kamehameha Schools. Our goal at Mālama Loko Ea is to create various channels to offer our organization and ultimately our community financial stability, strength and to become financially self sufficient.

Food Production + Revenue Generation: Ho'ola Hou Program - Today the ponds at Lokoea are functional but not thriving. We are currently in the period of restoring this special wahi pana under the Ola Loko Ea program as a traditional loko i'a "Native Hawaiian Fishpond". Once restoration is complete we will actively be able to harvest our i'a "fish" and sell them to the community.

3. The public purpose and need to be served;

Loko i'a, Hawaiian fishponds, are impressive structures. They represent one of the ancient world's most significant and successful aquacultural achievements. The art of Hawaiian aquaculture practices are self-sustaining and will perpetuate fish stocks in perpetuity.

In 1901 J.H. Cobb estimated that about 350 fishponds had been in operation in ancient Hawai'i. Today, the remains of many of those fishponds are unrepairable, but some could be restored to use. Today, there are 43 remaining traditional fishpond statewide. Newly restored loke i'a could be a vehicle for providing employment, economic opportunity, and fish stock enhancement. Fishponds can also provide educational opportunities and promote the sharing of cultural values for the people of Hawai'i as well as set an example of one method of mālama honua and growing food sustainably.

With Hawai'i being one of the most remote areas of settled land in the world we currently import 85-90% of our food. This fact makes us particularly vulnerable to natural disasters and global events that could cause food shortage emergencies. It is in our best interest as a populace to make efforts towards food self-sufficiency/food security and Native Hawaiian Fishponds can be a major contributor to statewide food security.

"In 1901, Cobb estimated a total output then of 679,692 pounds of fish. The estimates of fishpond yield ranged from 300-500 pounds per acre. Using the low end of this range and assuming an average fishpond area of about 18 acres, the annual yield of Hawaiian fishponds in pre Cook times could have approached 2 million pounds." - Loko I'a: A Manual on Hawaiian Fishpond Restoration and Management written by Graydon "Buddy" Keala.

The economic impact of food import replacement is significant and according to the Department of Business Economic Development and Tourism replacing just 10% of the food we currently import would amount to approximately \$313 million dollars which would remain in the State. The DBEDT strategic report "Increased Food Security and Food Self Sufficiency" emphasizes increasing production by strengthening agricultural infrastructures of locally grown food. Loko i'a as one avenue of food production also demonstrate that traditional native intelligence in resource management is cutting edge and a needed model for future sustainability and independence in our islands.

The main effort of this proposal will focus on increasing our ability to build capacity within our organization to provide positive economic development through food and tourism while promoting and increasing food security here in the Hawaiian Islands.

4. Describe the target population to be served; and

MLEF programs promote community stewardship, education, economic development and habitat restoration. Our program initiatives play a vital role not only to Lokoea itself but also to the greater Waialua Bay where people and marine life rely heavily on the natural food source provided by the nutrient rich water of Lokoea. The vision is to once again bring Lokoea back to a state of extensive functioning and provide a sustainable food source to the local community utilizing the traditional fishpond aquaculture husbandry methods.

5. Describe the geographic coverage.

See question 3 above; in short Lokoea resides within the Ahupua'a of Kawailoa and within the greater area (Moku) of Waialua. Once we have reached our Moku of Waialua with fishpond products we do intend to offer our products to the outer areas of O'ahu.

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; See Exhibit 1.

- 2. Provide a projected annual timeline for accomplishing the results or outcomes of the service; *See Exhibit 2*.
- 3. Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results; and

Quality assurance and evaluation will be done by surveys, training evaluations and satisfaction of the Holomua Leadership Kia'a Loko and summer intern participants. Suggestions and improvement to the training programs will be incorporated monthly. The Fund Development & Advancement Director will work closely with the MLEF Finance committee, participate in the Kamehameha Aina Ulu Fund Development training, work with HACBED and Association of Fundraising Professionals-Aloha Chapter, and attend the annual conference.

Production planning will be evaluated by Hui o Malama Loko I'a consortium hui of fishpond practitioners statewide and with discussions with traditional Hawaiian Fishpond aquaculture management according to Graydon "Buddy" Keala, the renown authority of fishpond restoration and well respected aquaculturist throughout the state. Eco-tours will be evaluated by the beta visitor test groups that will be required to complete surveys, evaluations and event satisfaction forms. Quality assurance of the Lo'i will be ensured by lo'i kalo practitioners statewide that will be contacted at various steps of the new lo'i kalo installation.

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.

HOLOMUA LEADERSHIP SERIES OUTCOMES	JUNE 30, 2018 Qty If Applicable
Number of kia'i loko recruited for training and mentorship to build capacity.	6-7
Number of alaka'i with an individualized training plan.	10
Curriculum, place-based learning and 'āina-based learning initiatives.	100%

MLEF ADVANCEMENT + FUNDRAISING OUTCOMES	JUNE 30, 2018 Qty If Applicable
Implement donor database software	Completed
New donors gained	25
Grants written	4
2018-2019 Prospective grant matrix	6
Funds raised through initial fund development initiative.	\$50,000

ECONOMIC DEVELOPMENT OUTCOMES	JUNE 30, 2018 Qty If Applicable
Beta groups hosted under new ecotourism services	2
Tourism groups, hotels, and organizations relationships established	5
Number of tourists educated on cultural loko i'a sustainable living under beta visits.	30

III. Financial

Budget

- 1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
- 2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2018.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
20,000	25,000	25,000	19,555	89,555

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2018.

- 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.
- 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.
- 6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2016.

\$74,693

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.

Verifiable Past Contracts (3 Years)

Kamehameha School FY 2015-2016 MOA - \$157,629 Kamehameha School FY 2016-2017 MOA - \$226,549 NOAA-BWET Grant- October 1, 2016 - September 30, 2017 \$72,778 Conservation International 2014-2016 - \$28,125

<u>Demonstrating Skills + Experience:</u>

- Since 2011, MLEF has served over 12,000 community stakeholders and learners
- Leveraged over 51,000 volunteer in-kind hours valued at over \$867,000 using the National Volunteer Evaluation rate.
- MLEF has managed close to \$1Million in grants, contracts, and fiscal sponsorships.
- MLEF has leveraged over \$50,000 of donated goods and services from local businesses.
- MLEF has propagated and out planted over 5,000 native plants throughout the property.
- In 2016, MLEF has served over 4,170 volunteers and learners.
- In 2016, MLEF hosted 114 educational and volunteer events and demand for educational classes and workdays continues to grow.

MLEF is confident that we hold the necessary skills and/or resources, abilities, knowledge of, and experience relating to the request found in Exhibit 1.

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.

Lokoea is one of two (2) fishponds located in the Kawailoa Ahupua'a that provided fish for the reigning ali'i. Mālama Loko Ea Foundation has been granted operating rights of Lokoea fishpond in Hale'iwa, O'ahu and has been licensed by Kamehameha Schools to manage over 14 acres of lands including over 8 acres of Lokoea, a pu'uone-type fishpond.

This loke is divided into three (3) separate pond systems, Keiki pond used as a pua nursery, Middle pond which connects Lokeaa to Ukoʻa Fishpond, a tributary stream that is fed by a freshwater spring "punawai" and Big pond which is our brackish water grow-out system. For its salt water source, Lokeaa maintains a 280 foot long auwai kai connecting the loke to the sea. It has eight (8) functioning double-gated mākāhā and is a fully operational fishpond.

Ancillary facilities include a caretaker's house, a large barn structure and approximately fourteen (14) acres of land total. The house is currently used as the organization's office for conducting weekly educational programs to local schools. The barn is currently used as a storage facility for equipment, tools and supplies. Four (4) acres mauka of the main property is currently been utilized for green waste composting, stockpiling of rock wall building material and an agricultural plot will be prepared for a native foods mala later in 2017.

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.

QUALIFICATIONS OF KEY STAFF

Executive Director Rae DeCoito - Recognized for her nonprofit leadership.

Rae's skills focus on creating and implementing strategic plans that build relationships with the community, government leaders and funders while delivering effective impact.

Experience

Rae brings more than 25 years experience in management including over 15 years at the senior executive level within the nonprofit sector.

Credentials: Rae received her M.B.A after completing her Bachelor degree in Science in Accounting at San Jose State University.

Positions Responsibilities

- Oversee all management, staffing, operations & program management, strategic planning, development, implementation & measuring strategic & business planning initiatives.
- Oversee all financial activities to ensure regulatory and tax compliance.
- Manage multiple projects (grants with completion on-time & within budgetary guidelines)
- Works with fishpond expert to implement restoration plan
- Write grants, develop innovative programs, outcomes & budgets
- Volunteer management; attract, engage, inspire and maintain a large volunteer network, alaka'i "leader" certification
- Identify new business revenue streams, conduct feasibility study and look for 4th sector funding opportunities.

Hawaiian Culture + Plant Director: Ikaika Lum- has been employed with MLEF since 2012.

Experience and Credentials: 12+ years in Education and knowledgeable in Native Hawaiian Fishpond operations, native plant propagation and their ancestral uses.

Positions Responsibilities

 Provide educational experiences through culturally focused activities designed to promote land stewardship.

- Coordinates invasive plant removal activities and pond management with aquaculturist.
- Develops protocol and procedures for Lokoea Restoration.
- Management of the interns & maintenance of eight (8) acre fishpond and four (4) acres of native plants & gardens.
- Conduct Cultural Lessons/work projects and lead field trips to Lokoea
- Create & manage a GPS mapping database

Manage and oversee the daily maintenance of fishpond and planting areas throughout the property.

Community Engagement Coordinator: Kaeo Kaleoaloha-

Experience and Credentials: B.A.- Hawaiian Studies and Language // 11+ years in Education and community outreach.

Positions Responsibilities

- Continued development and expansion of the Holomua Leadership Series and each of its programs: the Pūkani Internship Program, the Pūlama Mentorship Program and the Pūpūkahi Leadership Program.
- Lead outreach events and the creation of marketing materials pertaining to HLS.
- Create effective banners, signage and outreach materials pertaining to HLS.

Program Assistant: Ikaika Bernaldes

Experience and Credentials: Attended San Diego Mesa College // 6+ years in team leadership.

Position Responsibilities

- Lead outreach events, and the creation of marketing materials, annual report, maintaining photo database.
- Create training manuals for operational and programmatic activities.
- Manage scheduling, confirmation and invoicing of educational programs.
- Maintaining volunteer/donor database and volunteer data, surveys and reporting.

Bookkeeper: Justine Lafata

Experience and Credentials: B.A. - Political Science // 19+ years in general accounting and bookkeeping.

Position Responsibilities

- A/R, A/P, Bank Reconciliation, Payroll, P/R allocations & filing.
- General & fund accounting, timely financial reports.
- Safeguard assets and assure timely recording of all transactions.
- Assist with grant management; budget reports and reporting to funders.
- Inventory and reconciliation of sales products & managing online sales.
- Maintain grant reporting deadlines.

CONSULTANT

Loko I'a Consultant Graydon "Buddy" Keala- Buddy Keala is the renown authority of fishpond restoration and well respected aquaculturist throughout the state. He is the co- author of Loko I'a: A Manual on Hawaiian Fishpond Restoration and Management, published in 1987.

Experience and Credentials: B.A.- Aquaculture // 30+ years in Loko I'a operations, restoration & consulting. // Involved with the restoration of over 35 fishponds statewide.

Positions Responsibilities

- Develop traditional fishpond methods of the kuapā, mākāhā, and 'auwai maintenance.
- Teach traditional fishpond product stocking methods.
- Educate kia'i loko apprentices in traditional harvesting methods.
- Educate kia'i loko apprentices in traditional aquaculture fishpond practices, pond management, and mo'olelo.
- Train kia'i loko apprentices in fish monitoring, growth, and feed data collection on a monthly basis.
- Develop understanding of fish production from seedstock to market.
- Provide discussion on safe working techniques.

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 Exhibit 3.

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.

None of the Board of Directors or officers receive any compensation.

- 3 highest paid employees are:
- Executive Director- Rae DeCoito Annual FTE salary is \$90,000. Rae's position was only funded to work .75FTE and received total compensation in 2016 of \$67,485.
- Native Plant & Cultural Director Annual FTE salary for Ikaika Lum is 51,700.
 Position was only funded to to work .65FTE and received total compensation in 2016 of \$34,859.

• Educational Director Annual FTE Salary is \$45,760 for Sayo Costantino. Her position was only funded to to work .65FTE and received total compensation in 2016 of \$29,966.

VI. Other

A. Litigation

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

MLEF has no pending litigation.

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.

MLEF has held a Land license with Kamehameha Schools since 2009 as a partner organization to provide educational activities, habitat restoration and community access under the 'Āina Ulu program. MLEF currently holds two (2) licenses 162-55 and 162-66 for management of fourteen (14) acres which will be renewed in 2019. MLEF also holds an Aquaculture Facility License under the Division of Aquatic Resources within the Department of Land and Natural Resources. See Exhibit 4

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.

While Lokoea fishpond is owned by the Kamehameha Bishop Estate, the funding requested for this program will be used solely for public benefit, in the form of educational, leadership and sustainability training to community and organizational capacity building for Mālama Loko Ea Foundation; a nonprofit

organization that serves the North Shore community with a mission to restore Lokoea fishpond.

D. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2017-18 the activity funded by the grant if the grant of this application is:

- (1) Received by the applicant for fiscal year 2017-18, but
- (2) Not received by the applicant thereafter.

The funding from this proposal is designed to provide organizational capacity to both the organization in the form of additional skilled fishpond operators, volunteer leaders that are willing to undergo the training needed to conduct activities at the fishpond with volunteer labor hours. The number of volunteers wanting to kokua MLEF in its habitat restoration, lo'i installation and maintenance and harvesting is growing and the Holomua Leadership series is designed to assist MLEF to become self sustaining. The economic capacity building programs such as the creation of a fund development position, annual development fundraising plan and a new donor campaign should bring in enough new funding resources to continue to fund the new position and eventually grow from a part time to a full time position. The revenue generating models of fish/produce harvestingsales should generate enough revenues to become self sustaining. The development of a new revenue stream by tapping into the visitor industry has the potential to bring significant and consistent cash flow to MLEF to continue funding its conservation and cultural programs.

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, 2016. *See Exhibit 5*.

Mālama Loko Ea Foundation EXHIBIT 1

SCOPE OF WORK, TASK, AND RESPONSIBILITIES

Mālama Loko Ea Foundation (MLEF) will build upon and expand our current program and services provided to our community through a new volunteer leader program, creation of a fund development & advancement position and develop revenue generating business models that aligns with our fishpond operations and habitat restoration. With the funding provided through Grant In Aid, MLEF will execute our vision of increasing our ability to build capacity via community engagement, build sustainable economic development through independent food production and eco-tourism while promoting and increasing food security here in the Hawaiian Islands.

The scope of work, tasks, and responsibilities are outlined below.

1. CAPACITY BUILDING - SCOPE OF WORK

- a. Volunteer leaders training The vision of the Holomua Leadership Series (HLS) is to nurture diverse leadership for a sustainable MLEF as well as a sustainable Hawai'i. HLS aims to catalyze change by providing emerging young leaders with through rigorous 'Ike Hawai'i "Hawaiian cultural knowledge" to rise to new leadership positions.
 - i. Scope of Work Coordinate the development, implementation and evaluation of the Holomua Leadership Series and its 3 programs: the Pūkani Internship Program, the Pūlama Mentorship Program and the Pūpūkahi Leadership Program.
- b. Loko l'a (fishpond) operations training A mindset based on Hawaiian traditions. Build community capacity by training local residents the skills to maintain and operate a 400 year old fishpond utilizing traditional and 21st century resource management techniques.
 - i. Scope of Work Develop Kia'i Loko Training Program specific to Mālama Loko Ea Foundation. This will allow for training of staff and alaka'i to be well versed in loko i'a maintenance, practices, and production through way of the kia'i loko (Native Hawaiian Fishpond Caretaker).
- c. MLEF Advancement and Fundraising Since receiving its 501(C) 3 status in 2012 MLEF has done little to no fundraising. MLEF relies mainly on annual MOA for educational programs under Kamehameha Schools. Our goal at Mālama Loko Ea is to create various channels to offer our organization and ultimately our community financial stability, strength and to become financially self sufficient.
 - i. Scope of Work Hiring a part time fund developer to further develop and implement a fund development program and donor engagement strategy for the purposes of diversifying and strengthening our financial model at

MLEF will fall within the scope of work as well. SInce 2009 Kamehameha Schools has funded MLEF 750K for rehabilitation, community engagement, and education programs with an emphasis on cultural integration. As we begin to restore, grow, and prepare to move into production we will need to increase our funding. As we begin to develop this we have found we will need to bring on additional staff part time to help us establish, implement, and execute this strategic plan.

 Currently, our initial efforts to develop a diversified funding structure is through the creation of a donor program. This donor program will offer four to six various opportunities for the community at large to commit funds to Mālama Loko Ea Foundation. The current Donor Program includes a summary of the Annual Membership program, Sustaining Member account, Board of Directors Commitment, the Project Pledge, End of Year Giving, and Crowdfunding

2. CAPACITY BUILDING - TASKS

- a. Volunteer Leaders Training Tasks Holomua Leadership Series (HLS)
 Coordinate the development, implementation and evaluation of the Holomua
 Leadership Series and each of its programs: the Pūkani Internship Program, the
 Pūlama Mentorship Program and the Pūpūkahi Leadership Program.
 - i. Tasks Instruction & Learning Environment: Responsible for curriculum development, Place-Based learning (PBL) and 'Āina-Based learning (ABL) initiatives. In addition to a classroom setting use traditional learning contexts.
 - 1. Develop lessons that reflect solid understanding and implementation of successful Hawaiian culture-based and western educational practices.
 - 2. Create a training handbook for students.
 - Develop evaluation instruments for staff and participants to monitor progress and quantify learning objectives.

ii. Tasks - Individual Programs under HLS

 See Exhibit 1-2 for individual tasks and annual timeline (requested in Section 2 Question 2) associated with the Pu Programs under the Holomua Leadership Series.

b. Loko I'a (fishpond) operations Training Tasks

- i. Contract Loko I'a consultant Graydon "Buddy" Keala to be at Loko Ea at least 15 hours a month.
- ii. Train Mālama Loko Ea Foundation staff to know and use...
 - 1. Develop traditional fishpond methods of the kuapā, mākāhā, and 'auwai maintenance.
 - 2. Recruit 6-7 north shore locals residents willing to commit to fish pond management for the next generation

- 3. Create and print training materials
- 4. Teach traditional fishpond product stocking methods.
- 5. Educate kia'i loko apprentices in traditional harvesting methods.
- 6. Educate kia'i loko apprentices in traditional aquaculture fishpond practices, pond management, and mo'olelo.
- 7. Train kia'i loko apprentices in fish monitoring, growth, and feed data collection on a monthly basis.
- 8. Develop understanding of fish production from seedstock to market for Lokoea.
- 9. Provide outline on safe working techniques.

c. MLEF Advancement and Fundraising Tasks

- Hire a part time fund developer to write and establish a fund development program and further write and implement our donor engagement strategy for the purposes of diversifying and strengthening our financial model at MLEF.
 - Define sources of funding Loko Ea is open to i.e. case, restricted awards, in-kind, logo wear, events, membership, program fees, cause marketing, etc.
 - 2. Outline process to develop long-term giving opportunities
 - 3. Identify target goals with quantitative measurables and outline how it can be achieved.
 - Outline opportunities that require media communication and education outreach, i.e. engagement, social media, and communication strategy.
- ii. Implement an initial phase of the MLEF Donor Program.
 - 1. MLEF Donor Program Summary
 - The Annual Membership will likely contain the largest quantity of donors. There are two divisions to the Annual Membership; Business and Personal.
 - b. The Sustaining Membership will closely resemble the Annual Membership with the difference being that the financial commitment is recurring each month and automatically debited from their financial institution upon approval of the donor. The sustaining membership will strongly communicate the benefits of preserving the diversity and independence Loko Ea offers to Hale'iwa and Hawai'i independence at large.
 - The Board of Directors Commitment involves a commitment from each member of the Board of Mālama Loko Ea Foundation each year to recruit \$10,000.00 per

- board member in unrestricted funds for the MLEF Reserve Fund.
- d. The Project Pledge allows a public or private institution or individual to outright fund the entirety of one specific project or program with the organization of Mālama Loko Ea Foundation.
- e. Crowdfunding, very similar to the Project Pledge, allows the community of private citizens to fund the entirety of one specific project or program with the organization of Mālama Loko Ea Foundation through the use of online systems.
- f. End of Year GivingAt the end of each year the MLEF Pledge Card will be sent to specific and strategic businesses and individuals who have been involved with Mālama Loko Ea as volunteers and participants in that present year. Levels range from "\$0-\$25" to "\$10,000 and up" allowing any amount of donation to be accepted.

3. ECONOMIC DEVELOPMENT - SCOPE OF WORK

- a. **Fishpond Production -** We are currently in the period of restoring this special wahi pana Loko Ea as a traditional loko i'a (Native Hawaiian Fishpond). Once restoration is complete, (expected completion date, June 2018) we will actively be able to harvest our i'a (fish) and sell them to the community.
 - i. Scope of Work Lay the foundation and framework needed to move into production phase as well as develop all necessary tools to begin building an efficient and realistic system for producing fishpond products to be sold at market value. This production system will also include other naturally grown, non-fish, products from the 'āina of Loko Ea to provide an independent source of food for the Waialua Community and eventually the greater areas of O'ahu.
- b. Ecotourism Hawaii Tourism Authority research shows there is a growing interest in participating in authentic cultural activities on cultural sites. With little exception, current tours and destination activities do not include Loko I'a or traditional resource management. Very few visitors understand the history and culture of Hawai'i, yet are willing to pay for a meaningful authentic experience. Hollywood and the silver screen have given our visitors an image of Hawai'i that they expect to see; an image of Hawai'i that is different from the truth of our history, practices, and resource management. The paying visitor industry model would help to pay for staff and restoration of Loko Ea and it part of our future sustainability model.
 - i. Scope of Work MLEF looks to share an authentic story of true Hawaiian values and culture while focusing specifically on loke i'a (Native Hawaiian Fishponds) and the benefits to growing food sustainably within a natural

environment. Ultimately, our goal provide a tour of the functionality of a fishpond, allow them to participant in coconut harvesting, cordage or fishing activities to demonstrate traditional self-sufficient living and the ingenious of indigenous technologies.

4. ECONOMIC DEVELOPMENT - TASKS

- **a. Fishpond Production Tasks -** The major tasks required in bringing Loko Ea back to production are outlined below.
 - i. Develop potential fishpond produce for market.
 - ii. Identify potential markets to sell the predator fish MLEF eradicates from ponds.
 - iii. Identify potential markets for other fishpond products i.e. mullet, aholehole, limu, ogo, oysters, etc.
 - iv. Research value-added pickled ogo or dried fish to package and sell.
 - v. Identify legal business structure.
 - vi. Research and identify applicable permits, licenses, and health permit compliance.
 - vii. Develop various cash flow potential to depict future sales and expenses.
 - viii. Develop relationships with existing Ag producers, framer's markets for testing fish sales.
 - ix. Acquire Aquaculture Dealers License under the DLNR specific to marketing aquaculture products. Aquaculture Dealer License applies to dealers, retailers, wholesalers, and restaurants. Fees None. Required for any dealer, retailer, wholesaler, or restaurant to resell regulated marine life raised in a licensed aquaculture facility. Authority HRS 187-3.5, HAR 13-74-43
 - x. MLEF will need to explore the retail market for potential opportunities and challenges when prepare to produce fish sales for the larger market.
 - xi. Maintain ongoing documentation of fishpond production.
- **b.** Ecotourism Tasks The major tasks required in setting up services for ecotourism at Loko Ea are outlined below.
 - i. Determine pricing, tours, hours, work with hotels and other tour groups to determine best visitor group model.
 - ii. Develop protocol, special curriculum and activities to include native plants, fish identification, historical moʻolelo, and natural systems for tours with the purpose of educating our tourists on ancient Hawaiian culture, sustainability, and independence.
 - iii. Train special tour operators for monthly tours focused on the Japanese and English speaking visitor
 - iv. Research marketing avenues and create marketing materials for placement in tourism driven mediums.

- v. Create an interpretive site map in english and japanese for visitors to better understand Lokoea's history, traditional resource management, and native technology of the loko i'a system.
- vi. Coordinate with various tourism groups and organizations for testing new visitor tour for high visitor satisfaction of activity.
- vii. Conduct 2 Beta visitor group events.

5. FOOD SUSTAINABILITY AT LOKO EA - SCOPE OF WORK

a. Mala 'Āina Scope of Work- Build yet another form of independent food production at Lokoea to restore agricultural and ecological productivity to the 'āina (land which feeds) of our wahi pana; Lokoea. This will allow us to not only feed our many many volunteers but to offer yet another avenue of education on how sustainable living can be attained and provide additional economic benefit in the form of securing a self-sufficient source of food.

b. Hoʻoulu 'Ōiwi Plant Program

i. Rehabilitate Historical Lo'i Kalo Scope of Work- A lo'i "irrigated terrace for kalo" located on the south end of Big Pond. MLEF plans to restore the old lo'i land that has been sitting fallow for more than 40 years. Opening the lo'i will provide a sustainable food resource for the community and enhance our current educational activities. Involvement from monthly community workday volunteers will provide the manpower to achieve the goal within the given timeframe.

6. FOOD SUSTAINABILITY AT LOKO EA - TASKS

- a. **Mala (garden) 'Āina Tasks-** The major tasks required in restoring agriculture and ecological productivity at Lokoea are outlined below.
 - i. Hire an agricultural consultant to look at our site and help us develop a plan of action.
 - ii. Consult with 'Onipa'a Na Hui Kalo to develop planting schedule and map
 - iii. Follow steps provided in the scope of work created by agricultural consultant to begin work.
- b. **Rehabilitate Historical Lo'i Kalo Tasks-** The major tasks required in rehabilitating our historical Lo'i Kalo at Lokoea are outlined below.
 - 1. Identify Historical Lo'i Kalo location.
 - 2. Assess land and mark boundaries.
 - 3. Find water source to irrigate lo'i.
 - 4. Conduct soil testing.
 - 5. Outline and dig loi.
 - 6. Use volunteers and interns to clear approximately one quarter of an acre of hau and accumulated rubbish from site.

- 7. Collect/Receive donated huli or taro starters.
- 8. Out plant first taro crops.
- 9. Assure proper management of water source.
- 10. Assure work conducted doesn't impact pond.
- 11. Assure the health and safety of volunteers and staff working on the restoration project.

<u>RESPONSIBILITIES</u>

See Outcomes, Tasks and Timeframes worksheet for each project from Question #2.

As leaders of Mālama Loko Ea Foundation and within the Hui Mālama Loko I'a (a group of Native Hawaiian fishpond caretakers restoring loko i'a throughout the Hawaiian Islands) we will demonstrate commitment to our professional responsibilities by reflecting on our teaching practices, assessing and improving skill gap areas, strength building, enhancement of content knowledge and pedagogical skill, and complete compliance awareness and adherence activities. We will maintain these responsibilities in order to grow and develop our entire organization professionally for the health of the ahupua'a Kawailoa within the Moku of Waialua, the revival of loko i'a through the ka pae 'āina o Hawai'i, and to contribute to enhancing food security within our communities.

EXHIBIT 1-2Holomua Leadership Series – Programs' Tasks

Pūkani Internship Program	Pūlama Mentorship Program	Pūpūkahi Leadership Program
Describe the ahupua'a of Kawailoa (uka, kula, kai).	Including ALL Pūkani Internship Program Tasks	Including ALL Pūlama Mentorship Program Tasks
Present the cultural history of Kawailoa, Ukoʻa and Loko Ea.	Identify lā'au Hawai'i (Native Hawaiian plants) in/by the fishpond.	Lead service learning experiences through culturally focused activities for volunteer, school and community groups.
Recite the moʻolelo of Kawailoa, Ukoʻa and Loko Ea.	Recognize nā i'a (fishes) in the fishpond.	Educate groups as needed on the history and mo'olelo of Kawailoa, 'Ukoa, Loko Ea, fishpond operations and resource management.
Participate in cultural protocols.	Carry out fishpond operations.	
Practice resource management of Kawailoa.	Conduct fishpond management.	
Demonstrate conservation practices at Loko Ea.	Describe the fishpond environment.	
Perform maintenance duties of Loko Ea.	Explain the fishpond ecosystem.	
******	Explain the fishpond system.	
	Identify invasive plants in/by the fishpond.	
	Recognize invasive fishes in the fishpond.	

EXHIBIT 2 PROJECTED ANNUAL TIMELINE

Activities	Individuals Responsible	Timeframes		
		BEGIN	END	
. Develop curriculum developement for 'Aina based learning	Community Engagement Director	July 1, 2017	March 31, 2017	
Develop lessons and activities	Community Engagement Director	July 1, 2017	March 31, 2017	
. Develop HLS Training Handbook - with graphic desgin, print	Community Engagement Director	April 1, 2017	June 30th, 2017	
. Develop evaluation instruments	Community Engagement Director	April 1, 2017	June 30th, 2017	

Outcome:	Development	of Ad	lvancement.	8	Fundraising Plan

Annual Timeline - Fund Advancement

Activities	Individuals Bassausible	Timeframes		
Activities Individuals Responsible		BEGIN	END	
Hire a part time fund developer.	Executive Director	July 1, 2017	August 30, 2017	
Define sources of funding Loko Ea is open to i.e. case, restricted awards, in-kind, logo wear, events, membership, program fees, cause marketing, etc.	Fund Development & Advancement	July 1, 2017	June 30, 2018	
3. Outline any limitations or concerns that may impact the mission of the organization.	Fund Development & Advancement	August 1, 2017	June 30, 2018	
4. Outline process to develop long-term giving opportunities	Fund Development & Advancement	September 1, 2017	June 30, 2018	
5. Identify target goals with quantitative measurables and outline how it can be achieved.	Fund Development & Advancement + MLEF Finance Comittee	September 1, 2017	June 30, 2018	
 Outline opportunities that require media communication and education outreach, i.e. engagement, social media, and communication strategy. 	Fund Development & Advancement	October 1, 2017	June 30, 2018	
7. Launch first initiave of donor program.	Fund Development & Advancement	November 1, 2017	June 30, 2018	
B. Review launch, formulate data, create steps for improvement of next outreach.	Fund Development & Advancement	February 15, 2018	Јиле 30, 2018	

Activities	Individuals Responsible	Timeframes		
Activities		BEGIN	END	
Determine pricing, tours, hours, work with hotels and other tour groups to determine best visitor group model	Executive Director	July 1, 2017	December 31, 2017	
2. Develop protocol, special curriculum and activities to include native plants, fish identification, historical mo'olelo, and natural systems for tours with the purpose of educating our tourists on ancient Hawaiian culture, sustainability, and independence.	Executive Director	July 1, 2017	December 31, 2017	
3. Train special tour operators for monthly tours focused on the Japanese and English speaking visitor	Community Engagement	July 1, 2017	December 31, 2017	
4. Research marketing avenues and create marketing materials for placement in tourism driven mediums.	Program Assistant	January 1, 2018	June 30, 2018	
5. Create an interpretive site map in english and japanese for visitors to better understand Loko Ea's history, traditional resource management, and native technology of the loko i'a system.	Executive Director	January 1, 2018	June 30, 2018	
6. Coordinate with various tourism groups and organizations for testing new visitor tour for high visitor satisfaction of activity.	Executive Director	January 1, 2018	June 30, 2018	
7. Conduct 2 Beta visitor group events	Executive Director	January 1, 2018	June 30, 2018	

EXHIBIT 3 ORGANIZATION CHART

MLEF Org Chart

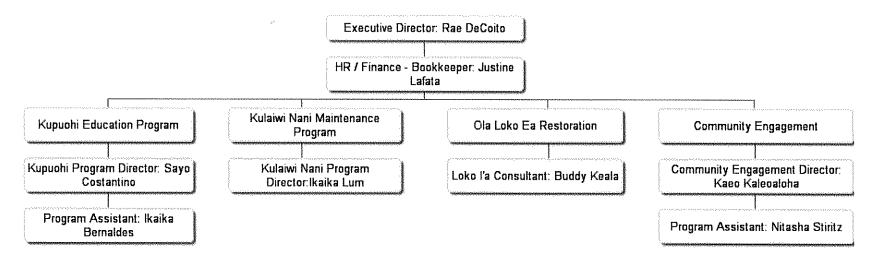


EXHIBIT 4 LICENSURE OR ACCREDITATION

1/19/2017 IMG_6101 JPG







STATE OF HAWAII DEPARTMENT OF LAND AND NATURAL RESOURCES DIVISION OF AQUATIC RESOURCES

1151 Punchbowl St., RM 330 Honolulu Hawaii 96813 BUZANNE D. CASE

CHARPERSON

BOARD OF LANG ARD NATURAL RESOURCES

MASSION OR WATER RESOURCE MANAGEMENT

KEKCA KALUHIWA

JEFFREYT PEARSON

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FORESTRY AND WILDLIFE
HISTORIC PRESERVATION
KAHOOLAWE ISLAND RESERVE COMMISSION
LANG
STATE PARKS

AQUACULTURE FACILITY LICENSE

License No.: 31110 Expiration Date: 07/23/2017

Licensee: MALAMA LOKO EA FOUNDATION

is hereby licensed to operate an aquaculture facility and is authorized to obtain regulated aquatic life from legal sources, maintain regulated aquatic life, and sell aquatic life listed below that are restricted or prohibited by law, subject to the terms and conditions specified by the department in chapter 13-74, section 13-74-43, Hawaii Administrative Rules and other applicable laws.

Aquatic Life:

AHOLEHOLE, AKULE, AMA'AMA, AWA, LIMU, MANINI, MULLET (Mugil cephalus), O'IO, OYSTERS, PAPIO, SAMOAN CRAB

EXHIBIT 5 CERTIFICATE OF GOOD STANDING



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: MALAMA LOKO EA FOUNDATION

DBA/Trade Name: MALAMA LOKO EA FOUNDATION

Issue Date: 01/11/2017

Status: Compliant

Hawaii Tax#: W36995690-01

New Hawaii Tax#:

FEIN/SSN#: XX-XXX7663 UI#: No record DCCA FILE#: 227780

Status of Compliance for this Vendor on issue date:

Form	Department(s)	Status
A-6	Hawaii Department of Taxation	Compliant
The street contributed of the section of the street and the section of the sectio	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
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

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2017 to June 30, 2018

App

25000	IUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
Α.	PERSONNEL COST	DAY LOAD			
	1. Salaries	42,728	10,000		50 000
	Payroll Taxes & Assessments	9.827	2,300		11.500
	Fringe Benefits	6,000		¥	12 000
	TOTAL PERSONNEL COST	58,555	12,300		73,500
В.	OTHER CURRENT EXPENSES				DECEMBER OF STREET
	Airfare, Inter-Island	4,000			
	2. Insurance			8	1.200
	Lease/Rental of Equipment				
	Lease/Rental of Space	4.0,44.00.04.04.04.04.04.04.04.04.04.04.04.0			800
	5. Staff Training		_		2 000
	6 Supplies	5,000			
	7. Telecommunication				
	8. Utilities				1 200
	9. Consultant Agriculture	2,500			
	10. Consultant Fish Pond Expert	13,500			20 000
	11 Marketing, training materials, signage	6,000	500		
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	TOTAL OTHER CURRENT EXPENSES	31,000	500		25,200
C.	EQUIPMENT PURCHASES				
D.	MOTOR VEHICLE PURCHASES	***************************************			
Ε.	CAPITAL				
	TAL (A+B+C+D+E)	89,555	12,800	s is a comm	98,700
SOURCES OF FUNDING		00,000	Budget Prepared B	3.,,	50,700
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	(a) Total State Funds Requested	00 EEE	Distriction	200	1.27 -7777
			Rae DeCoito	000	637-3232 Phone
	(b) Total Federal Funds Requested	12,800			, 1, , 1
	(c) Total County Funds Requested			r - 75 2	1/18/2018
	(d) Total Private/Other Funds Requested	98,700			/ Date
TOTAL BUDGET			Rae DeCoito Executive	Director	
		201,055	Name and Title (Please type or print)		
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BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2017 to June 30, 2018

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Executive Director		\$90,000.00	12.00%	\$ 10,800.00
Native Plant & Cultural Specialist		\$52,000.00	12.00%	\$ 6,240.00
Community Engagement Director		\$37,440.00	20.00%	\$ 7,488.00
Bookkeeper		\$41,600.00	10.00%	\$ 4,160.00
Program Assistant		\$31,200.00	15.00%	\$ 4,680.00
Fund Development & Advancement Director	Meconomic and a second	\$37,440.00	25.00%	\$ 9,360.00
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TOTAL:				42,728.00
JUSTIFICATION/COMMENTS:				

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2017 to June 30, 2018

DESCRIPTION		NO. OF	F COST PER		TOTAL	
EQUIPMENT		ITEMS	ITEM	COST		
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#	No.			20		
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DESCRIPTION OF MOTOR VEHICLE		VEHICLES	COST PER VEHICLE	TOTAL		
DESCRIPTION		1				
DESCRIPTION OF MOTOR VEHICLE		VEHICLES		COST		
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DESCRIPTION OF MOTOR VEHICLE		VEHICLES		\$ \$ \$		
DESCRIPTION OF MOTOR VEHICLE	TOTAL:	VEHICLES		\$ \$ \$ \$ \$	44	

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2017 to June 30, 2018

TOTAL PROJECT COST		ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2015-2016	FY: 2016-2017	FY:2017-2018	FY:2017-2018	FY:2018-2019	FY:2019-2020
PLANS					***************************************	
LAND ACQUISITION						
DESIGN			4.			*
CONSTRUCTION					MANAGEMENT (MANAGEMENT AND	
EQUIPMENT						
TOTAL:						

GOVERNMENT CONTRACTS AND / OR GRANTS

Apr

Malama Loko Ea Foundation

Contracts Total:

72,778

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
	NOAA B-Watershed Education Training Grant	10/1/2016-9/30/201	NOAA	United States	72,778
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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.
- 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.

