

House District 46

Senate District 22

THE TWENTY-NINTH LEGISLATURE
APPLICATION FOR GRANTS
CHAPTER 42F, HAWAII REVISED STATUTES

Log No:

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 appropriation to a specified recipient, to support the activities of the recipient and permit the community to benefit from those activities.

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

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

HUMAN SERVICES, HIGHER EDUCATION, WORK FORCE DEVELOPMENT, MILITARY AFFAIRS

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

1. APPLICANT INFORMATION:

Legal Name of Requesting Organization or Individual: Military Aloha State Transition & Economic Retention Council

Dba:

Street Address: 92-1230 Hunekai Street, Kapolei, Hawaii 96707 (legal)

Mailing Address: 95-270 Waikalani Dr., Unit J103, Mililani, HI, 96789

2. CONTACT PERSON FOR MATTERS INVOLVING THIS APPLICATION:

Name CHASE BAILEY CAPPO

Title President, Co-founder

Phone # (808) 763-0828

Fax # n/a

E-mail chasecappo@peakhawaii.com

3. TYPE OF BUSINESS ENTITY:

- 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:

**MILITARY ALOHA STATE TRANSITION & ECONOMIC RETENTION COUNCIL :
BETTER INTEGRATING SERVICE MEMBERS TRANSITIONING AS VETERANS
INTO NEW HAWAIIAN RESIDENT**

4. FEDERAL TAX ID #: _____

5. STATE TAX ID #: _____

7. AMOUNT OF STATE FUNDS REQUESTED:

FISCAL YEAR 2018: \$ 250,000

8. STATUS OF SERVICE DESCRIBED IN THIS REQUEST:

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

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

STATE \$ \$250,000
 FEDERAL \$ (PENDING)
 COUNTY \$ _____
 PRIVATE/OTHER \$ (PENDING)

TYPE

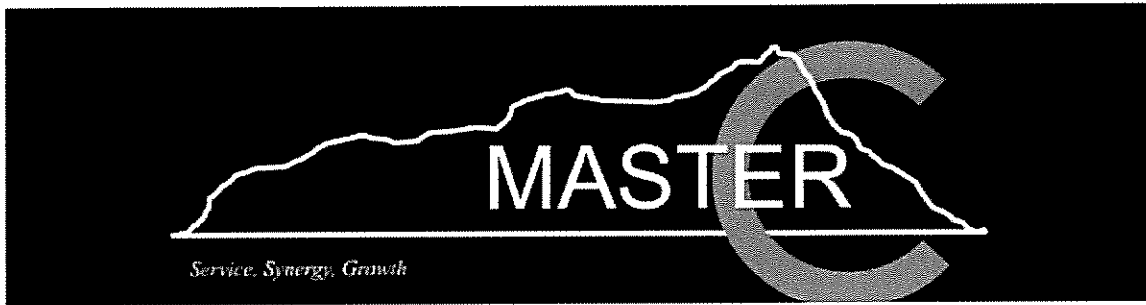
CHASE BAILEY CAPPO
NAME & TITLE

2/20/17
DATE SIGNED



RECEIVED

1/20/17 *leg*



Military Aloha State Transition & Economic Retention Council

[MASTER C]

92-1230 Hunekai Street, Kapolei, Hawaii 96707
chasecappo@peak.hawaii.com | + 1 208 870 0353

LETTER OF TRANSMITTAL

Date: 20 January 2017

To: HOUSE COMMITTEE ON FINANCE
State Capitol Building, Room 306
Honolulu, Hawaii 96813
ATTENTION: GIA

HAND DELIVERED - ONE (1) ORIGINAL DOCUMENT

From: Military Aloha State Transition & Economic Retention Council [MASTER C]
By: Chase Cappo, Co-Founder & Director
RE: State of Hawai'i - GIA Grant Request for Capital Funding

Documents Transmitted are as follows:

- The Twenty-Eighth Legislature Application for Grants
Chapter 42F, Hawai'i Revised Statutes
House District 6
Senate District 3
- Grant Request - Capital for MASTER Council

Received by:

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MASTER

Service, Synergy, Growth

**Military Aloha State Transition & Economic
Retention Council
[MASTER C]**

Application for GIA Funding Hawai'i

We select and train transitioning **veterans** to increase
the value of Hawai'i's socio-economic ecosystem

We will change...

“Aloha = Goodbye”

for Veterans

Craig Baldner | craig.baldner@peakhawaii.com | + 1 808 763 0828

Chase Cappo | chasecappo@peakhawaii.com | + 1 208 870 0353

Vanessa Machin Perez | vanessa@S3C2.com | + 1 808 382 1875

www.peakhawaii.com | Hawaii | Pending 501C3 |



Military Aloha State Transition & Economic Retention Council

[MASTER C]

Application for GIA Funding Hawai'i

BACKGROUND & SUMMARY

Mission

The Mission of the Military Aloha State Transition & Economic Retention Council [MASTER C] is to serve, connect, and empower the transitioning Military Community and Veteran Service Providers in Hawai'i, to retain and harness more Service Members, their families, and their startup businesses to bolster economic activity particularly in health, education, technology, and sustainable energy and agriculture, in Hawai'i.

Vision

Hawaii is the premier Veteran transition state in the United States of America, engaging and integrating new and transitioning service families into Hawai'i's socio-economic eco-system. Hawaii will have a resurgent effort with veteran employees in critical areas of health, education, technology, and agriculture. Primarily aiming to increase Veteran Retention, MASTER C will seasonally gather service providers to synergize efforts and maintain accountability on new, state-sanctioned, and metric driven Veteran Retention goals, building a better state-military relationship.

1. Description of the applicant's background

CRAIG BALDNER

A former Infantry and Signal Captain in the United States Army, Craig is a Veteran of

the wars in Iraq and Afghanistan. In 2016, Craig began the process of medically retiring from the Army, where he experienced first-hand the current transition process in Hawai'i, including its failings. He discovered his passion for real estate and entrepreneurship after his honorable discharge from the Army. Craig's in-law family from Waianae teaches him how to surf like a local on the weekends on the beautiful shores of Mailli and Pokaí Bay.

CHASE CAPPO

As an transitioning Active duty Cavalry Scout Captain into the Hawai'i Army National Guard, Chase currently works with United States Army Pacific as a Greenbook Initiative Team Member. As a Platoon Leader he created four new military-school partnerships on Oahu, coached two seasons of Middle School football and is currently helping co-found two business ventures assisting Veterans and their small-business initiatives. His wife, Samantha, works at Meadow Gold Dairy managing Costco, Foodlands and Walgreen accounts. Their hobbies include home remodeling and local church group studies.

VANESSA MACHIN PEREZ

Vanessa Machin Perez is a Career Thought Leader and innovative expert on Military Career Transition. The 23-year Military Veteran and United States Marine Corps spouse has an extensive professional background spanning 30 years in military and civilian recruiting, hiring and training. The CEO of S3 Career Consulting, is a master at innovative and optimized branding and has worked extensively—for the past five years—to prepare Veterans for Career and Business success. Vanessa leverages cutting-edge knowledge, innovative concepts and current technology to brand and market Veterans and family members—across all services of the United States Military and all levels from junior enlisted to Generals—for their next career success. Vanessa brings an unyielding passion to positively influence Veteran employment and dramatically reduce Veteran unemployment and homelessness. Vanessa came to the magical island of Oahu for 12 months as her husband's last duty station before retirement, they're darling son Henry was conceived and born here and now, almost 8 years later, this magical island has become their home. She loves kayaking and creative designing.

a. The goals and objectives related to the request

- Increase annual Veteran Retention from 325 to 525 by December 31st, 2017.
- Increase annual Veteran Retention from 525 to 1,000 by December 31st, 2018.
- Train and 'brand' veterans for successful transition to civilian employment
- Prepare Veterans for professional Hawaiian networking events
- Host professional networking events connecting military talent to companies

- Increase annual state tax revenue, by no less than \$2,000,000 in FY2018
- Increase annual state revenue, by no less than \$6,750,000 in FY2019
- Provide the State of Hawai'i 'new' economic information related to Veteran Retention
- Increase Total Economic Commerce by no less than \$126,000,000 by December 31st, 2018
- Build relationships to bridge the gaps between Military, Veterans, Businesses, Human Resource professionals, Universities, and Civic Organizations
- **Train and coach Veterans to understand the Hawaiian business culture**
- Train and coach Veterans to leverage LinkedIn for professional branding and strategic professional networking, prepare high quality resumes, audit and manage social media and online reputation,

b. The public purpose and need to be served

Hawai'i rates as in last place at **50 out of 50** compared with other States in the effort to retain Veterans leaving the Service.

- Approximately 250,000 Veterans exit the service each globally
- Approximately 8,500 Veterans exit the service each year from Hawai'i
- Hawai'i retains approximately **325** Veterans annually (3.8%)
- Mainland states retain approximately **2,800** Veterans annually (32.9%)
- **Increase Total Economic Impact by \$144,000, per Veteran retained, annually**
- **Increase State tax revenue, per Veteran Retained, by \$10,000, annually**
- 10% of Hawaii's adult population is directly affiliated with the military. This demographic is approximately 112,000 people in Oahu alone
- 5% Veteran unemployment in Hawaii requires a significant need to train service members (more, differently) prior to exiting the military
- 17% of Hawaii's veterans have a service connected disability and usually have significant barriers to employment
- 90% of Military Spouses are unemployed, under-employed, can be categorized as 'displaced', and are an under-utilized labor source for most industries including education and healthcare
- Over 9,000,000 Veterans own small businesses in the USA, they have a natural Entrepreneurial drive to create businesses which in turn will help to boost the Hawaiian economy
- Building Hawaii's tech-industry is a priority to bringing high-end jobs to the islands

c. Describe the target population to be served

The target population for this grant are the Military Community, specifically:

- Transitioning Veterans
- Military Family members
- Homeless Veterans
- Veterans preparing for parole, 1-6 months (high propensity for future homelessness)
- Veteran Treatment Court candidates
- National Guard & Reserves
- Unemployed Veterans
- Wounded Warriors
- Veterans on Hawai'i outer islands

d. Describe the geographic coverage

MASTER C has a goal to retain, train and prepare Hawaii-based Veterans and their family members for business and employment success in Hawai'i. We support all Veterans in transition, Wounded Warriors, National Guard, Reserves, unemployed and homeless Veterans across the Hawaiian outer Island chain.

I. Service Summary and Outcomes

MASTER C propose to provide the following retain, train & get hired methodology to prepare **200** Hawai'i based Veterans to transition successfully and swiftly into meaningful employment that contributes to the economic growth of the State of Hawai'i.

The program will involve an innovative eight phase process;

Phase 1: Confirmation

Confirmation that candidates meet the criteria and requirements, such as:

- be a military service member, Veteran
- be a family member of a service member or Veteran
- be a military service member in transition (3 to 6 months prior)
- be a wounded warrior
- be an unemployed Veteran (with no restrictions to work)
- be a homeless Veteran (with no restrictions to work)
- be in the Veteran Treatment Court program (with no restrictions to work)
- be a Veteran from a Hawaiian outer island

Phase 2: Induction

The induction phase will involve a 1 hour face-to-face career strategy consultation to determine the professional goals of the candidate, obtain existing resume or other branding products, provide an overview of previous job search strategies and their

effect and develop a branding and career transition strategy.

Phase 3: Professional Branding

The branding phase will be part of a three-day workshop to discuss and create innovative and unique professional branding tools necessary to stand out from the competition in the current global career marketplace.

The innovative branding provided by MASTER C and during the training will include:

- A professional branded headshot
- A Video Profile or introduction
- Professional Branded business cards
- High quality LinkedIn portfolio (developed in the training)
- A Professional LinkedIn network exceeding 500 (they grow in training)
- High quality text resume using LinkedIn content
- Invitation to attend up to 3 professional networking 'mixers'
- Interview accessories such as a document portfolio, notepad, pen

Phase 4: Professional Networking & LinkedIn Workshop

This phase will be conducted during a three-day practical and hands-on computer lab workshop conducted at one of three training sites (Navy League, National Guard Computer Lab, Oahu Veterans Center).

The classes will not exceed 20 candidates per workshop and it is estimated to conduct at least one per month to facilitate graduating the target audience of 200 candidates over the calendar year.

The cost of the grant has been estimated at:

1. \$1,500 per candidate for the first 100; and
2. \$1,000 per candidate for the following 100.

A hands-on LinkedIn and Professional Networking computer lab workshop will be provided and will include:

- Create a unique online brand identity
- Platform customization
- Veteran FREE premium upgrade
- Online reputation and reputation management
- Professional Introductions / pitching
- LinkedIn profile development & career storytelling
- Reinforce and validate professional credibility

- Strategic Optimization to define expertise and get found for it
- Research, learning, sharing, freelance marketplace and Lynda online learning
- Influencers, groups, networks, companies, jobs
- LinkedIn Strategic Networking, how to find your next boss
- Shaping employment opportunities
- Prepare for the career fair & professional networking events
- Hawaiian culture, business culture and doing business in Hawai'i
- The importance of civic engagement and giving back to the community
- Prepare for the interview
- Post interview process, performance debrief, interview follow up
- Benefits, conditions and salary negotiations,

Phase 5: Professional Networking 'Mixers'

More than 75% of successful hires are facilitated through effective professional networking. MASTER C intend to facilitate regular (monthly) professional networking events or 'mixers' to introduce and connect the Veteran and spouse candidates that we have trained, prepared, branded and groomed for swift employment with military friendly hiring companies, through business introductions and relationships we've nurtured with our local business partners.

We see these mixer events being an effective catalyst to match-make great talent with great companies who need them.

Phase 6: Employment / Placement with Business Partners

The MASTER C team will also provide personalized professional introductions that leverage our combined 20,000+ global professional networks to facilitate employment opportunities.

Success of our program is not reached until the Veteran candidate is connected with a purposeful opportunity, or meaningful job that meets their professional career goals (as defined in the intake phase).

Phase 7: Monitor, Follow up

The goal is to make meaningful and purposeful professional connections that result in economic opportunity for both parties. What does success look like for MASTER C?

It's when the company and the candidate connected are the right fit for each other, the candidate performs to the standards (or exceeds expectation) the company requires and they are retained (they are kept and they want to stay) by the company beyond 3 to 6 months.

Our program success is not fully determined until we complete a follow up process at the following milestones:

1. 2 weeks after employment
2. 3 months after employment
3. 6 months after employment

If any Veteran candidate match is unsuccessful, MASTER C will we case-manage the Veteran toward another suitable opportunity and where possible, connect the company to new Veteran or spouse talent.

Phase 8: Reporting, Testimonials, Evaluation

A process can be determined as complete or successful when the data and metrics are gathered and validated, the process is evaluated through feedback, follow up, testimonials and success stories and the process is evaluated for and enhancements are identified through continuous process improvement.

“ Success to MASTER C is the swift and successful retention, training and employment of 200 Veterans to bolster the Hawaiian economy “

Projected Timeline

MASTER C propose to conduct 10 workshops over 10 months and place all **200** Veterans in meaningful and purposeful employment within four-months of completion of the training program and professional networking mixer.

The process is not deemed complete until we complete the follow up and monitoring of the candidates to determine a suitable job match and that they have exceeded 6 months retention with company.

Quality Assurance

A Career Counsellor will manage the client relationships and case-manage each candidate and follow up with the hiring professional to determine the suitability of the match, performance of the candidate and expectations of the candidate.

When a match has not been successful (retained beyond 6 months), MASTER C will connect the Veteran candidate to other opportunities and where possible, connect the company to a new talent solution.

Measures of Effectiveness

MASTER C will provide data to the state on a monthly basis the following"

1. number of Veteran candidates involved in the program
 - a. the category breakdown of the Veteran candidate
2. number of Veteran candidates trained per month
3. number of Professional Networking Mixers held
4. ratio of business-candidate-civic society at the mixers
5. number of Veteran candidates employed
 - a. how swiftly the Veteran was called for interview
 - b. how many interviews
 - c. how swiftly the Veteran was hired
 - d. how long the Veteran has been retained by company
6. salary range of Veteran candidates hired // economic contribution
7. number of Veteran candidates not retained
8. Financial breakdown of expenditure

II. Financial

a. Budget

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$100,000	\$75,000	\$50,000	\$20,000	\$245,000

b. Attachments

See attached budget sheets for the following:

- o 2017 GIA Budget Request by Source of Funds
- o 2017 GIA Budget Justification for Personnel Salaries and Wages
- o 2017 Budget Justification of Equipment and Motor Vehicles

IV. Experience and Capability

A. Necessary Skills and Experience

Military-to-Civilian Transition Trainer

Vanessa Machin Perez was employed by Insignia Federal Group (one of three

companies contracted to deliver more than 4,000 TAP workshops globally) from October 2012 to June 2014 as a contracted training provider to deliver the Department of Labor Employment Workshop (DOL-EW) across Marine Corps Base Hawaii, Joint Base Pearl Harbor Hickham, Schofield Barracks, and the National Guard Depot in Pearl City.

Vanessa effectively delivered more than 600 career readiness training hours and taught, coached and mentored over 1,000 all-service transitioning veterans and spouses during this contract engagement. She left this employment to create her own business--S3 Career Consulting.

Vanessa designed the first innovative resume template ever used in a TAP course and provided it individually to every veteran she trained. Her original resume design template was issued (by CD) to every US Marine and Sailor who transitioned out of Marine Corps Base Hawaii during and beyond her contracted term.

Career Readiness Trainer

Vanessa Machin Perez has voluntarily delivered more than 110 hours of her own original Career Readiness training curriculum to military spouses, transitioning Veterans across Marine Corps Base Hawaii, Joint Base Pearl Harbor Hickham, Schofield Barracks, Ford Island Correctional Facility, Department of Labor Career Fairs, and the National Guard Depot in Pearl City.

She was also a regular presenter, delivering career readiness and LinkedIn training at the weekly Soldier For Life Transition Plus Workshops and at over seven Executive Transition Classes on Fort Shafter and Pacific Air Force.

Vanessa has also conducted LinkedIn workshops to support staff training and transitioning members at unit level and has been invited to deliver training for 3rd Marine Regiment spouses, Headquarters, Marine Corps Forces Pacific, Wounded Warrior Battalion Marine Corps Base Hawaii, Scarface, Marine Corps Base Hawaii, Transition Readiness Office, Marine Corps Base Hawaii.

Resumes & Branding Engagements

Over her 30-year career in recruiting, hiring, selecting, training and managing more than 350 direct-reporting staff, Vanessa Machin Perez has conducted more than 3,000 career interviews, reviewed more than 10,000 resumes, written more than 1,000 resumes, recruited more than 1,000 special forces soldiers, and selected and hired more than 100 staff direct reporting staff. She is proud to claim *she never fired anyone she hired*.

LinkedIn Profile Engagements

Vanessa Machin Perez has delivered more than 45 LinkedIn training hours for the military community in Hawaii, conducted more than 60 hours of LinkedIn video coaching, ghost-written and transformed more than 100 LinkedIn portfolios, and has mastered the platform to grow a professional global network of over 10,500.

Hawaii Army National Guard

Chase is seeking a position in the Hawaii Army National Guard as a way to continue service to the military, the State of Hawaii, and our country. He believes continued participation in the National Guard and Reserves is a critical component to healthy and holistic military-to-civilian integration.

Civic Integration

We believe and have experienced success integrating Veterans into Hawaii's socio-economic ecosystem through multiple levels of integration--most importantly civic integration. We strongly encourage all Veterans we serve to visit and join a combination of the organizations to increase their atmospheric understanding of their community, to continue to serve, and to make friendly connections that will serve them well into their new careers. We actively 'push' Veterans into and 'pull' the following organizations to recruit and enlist memberships:

- Veteran of Foreign Wars
- American Legion
- Rotary Club International
- Navy League
- Fleet Reserve Association
- Air National Guard
- Hawaii Army National Guard
- Armed Forces -- Reserves
- Chamber of Commerce
- Military Affairs Council
- Boy & Girl Scouts of America,
- Youth Sports Associations, and
- the local offices of their respective State representatives and Senators.

Economic Modeling & Statistics

Chase received a focus Minor in Systems Engineering and a Bachelor of Science in American Politics from the United States Military Academy at West Point. He completed a Masters in Economics from the University of Oklahoma. His exploration

into the local and state economic impact of Veteran Retention has provided fresh research and economic modeling for the Chamber of Commerce, the Military Affairs Council, and the State of Hawai'i's Workforce Development, Human Services, Labor, Housing, Higher Education, and Military Affairs Committees. He as determined there are two primary methodologies for constructing the impact modeling, 'Top-down' and 'Bottom-up'. The numbers in this GIA reflect the Top-down assessments which provide lower assumptions, but more readily available approximations for total economic impact. Bluntly, the projections of tax revenue and economic activity contributed for each Veteran Retained in this application yet *in reality will be higher* upon complete calculation of the lifecycle of indirect spending and investment. Chase is concurrently pursuing the 'Bottom-up' approach which will be verified through time, direct testing and more precise measurements of the numbers of actual Veterans Retained, use of GI Bill, use of VA Home Loan, proportion of retirees, full lifecycle benefit from federal health benefits, the actual labor under-utilization rate of military spouses, entrepreneurship. Chase predicts in time, the positive economic impact of increasing Veteran Retention *will be HIGHER* than estimated in this application.

Veteran Experience

Craig is a Veteran of both Iraq and Afghanistan, Craig served a 7-year career between the United States Army Infantry, Cavalry, and Signal Administrations Officer.

Chase is a graduate of West Point Military Academy and has been stationed at Schofield for over three years after completing Airborne and Ranger Schools.

Vanessa is a 23-year Australian Army Veteran, serving 19 years within Special Operations Command. She is also a United States Marine Corps Spouse, married to a 24-year combat veteran of 16 operational campaigns.

Hawaiian Cultural Training

The MASTER Council will receive services from the list of distinguished personnel in the 'Recommendations' section (below) to facilitate Service Member to Veteran to Hawaiian resident cultural and Hawai'ian specific business training. Our workshop includes island norms, expectations, integration techniques and practices for embracing workplace culture.

LinkedIn Training & Coaching

Microsoft procured the global Professional Networking platform LinkedIn in June 2016 for an unprecedented \$26,200,000,000. With more than half of the planet's professionals engaged on LinkedIn across the globe, the membership rates are

growing more rapidly than Facebook and Twitter combined.

LinkedIn **connects talent with opportunity at massive scale**. It is clearly the most important professional networking on the planet and those who are not leveraging it for their professional branding, career and business success are not aligned with the current global career marketplace.

The mandated TAP program (the course curriculum is almost 10 years old) which is provided to Veterans in transition does not include instruction on LinkedIn in the curriculum.

Veterans are transitioning with no knowledge of LinkedIn, inferior resumes and no concept of the necessity for professional branding, the need for professional branding tools, the critical importance of online reputation and reputation management, and the very real consequences of mistaken identity.

Vanessa identified the need to bridge the gap in training and knowledge over three years ago and has been coaching Veterans on LinkedIn during that time.

She has delivered presentations and hands-on computer lab workshops across most of the bases, for wounded warriors, from junior enlisted up to General.

She teaches Veterans and spouses about the importance of a professional online identity and how to:

- create a high quality, unique professional brand
- How to tell your authentic career story in an engaging way
- Strategies to validate and enforce professional credibility
- Strategically optimize LinkedIn to get found ahead of millions
- Strategically grow their professional network
- How to research, learn and share
- How to build trusting relationships with the
- How to find the best talent on the planet
- How to engage with confidence
- How to shape employment opportunities; and
- How to become an industry thought leader.

Education

Craig Baldner:

Bachelor of Arts (University of Central Florida)

Master of Arts (Webster University)

Chase Cappo:

Bachelor of Science (United States Military Academy)
Master of Arts (Oklahoma University)
Core Business Certificate (Harvard Business School)

Vanessa Machin Perez

Film & Video Production, Sydney University Film School, Australia

Recommendations

A. Private Sector

- a. Reg Baker, Owner, CPA LLC, tel: (808) 753-6026; e-mail: Reg@regbaker.com
- b. Hon. Raymond Jardine, Chairman & CEO, Native Hawaiian Veterans, LLC., tel: (808) 232-5605; e-mail: ray.jardine@nativehawaiianveterans.com Chenoa Farnsworth, Managing Partner, Blue Startups, tel: (808) 954-6182; e-mail: chenoa@bluestartups.com
- c. Russel Cheng, Co-founder, DevLeague LLC, tel: 808-391-8424; e-mail: russel@devleague.com
- d. Dr. David Bangert: Hawaiian Angel & Retired University of Hawaii Shidler College of Business Professor, tel: (808) 293-2981, e-mail: dbangert@hawaii.edu
- e. Jim VanDerKamp: Senior Director, Operations Safety, Hawaiian Airlines, (808) 352-4451, e-mail: jim.vanderkamp@hawaiianair.com
- f. Bruce Jenkins: Director, Military Client Services, JN Group, tel: (808) 253-8854, e-mail: bjenkins@jnag.com
- g. Jared Lathrop: Advertising, Pacific Panel Cleaners LLC, tel: (808) 291-2567; e-mail: jared.lathrop@pacificpanelcleaners.com
- h. Edmund Aczon: Executive Director, Hawaii Carpenters Apprenticeships, tel: (808) 848-0794, e-mail: eaczon@hicarpenterstraining.com

B. Public Sector

- a. Senator Josh Green M.D.: tel: (808) 937-0991, e-mail: joshuaboothgreen@yahoo.com
- b. Senator Donovan Dela Cruz: tel: (808) 585-6090; e-mail: sendelacruz@capitol.hawaii.gov
- c. Representative Justin Woodson: tel: (808) 586-6210, e-mail: repwoodson@capitol.hawaii.gov
- d. Representative Mark Nakashima: tel: (808) 586-6680; e-mail: repnakashima@capitol.hawaii.gov
- e. Representative Marcus Oshiro: tel: (808) 586-6700; e-mail: repmoshiro@capitol.hawaii.gov
- f. Colonel (R) Ronald Han Jr., Director, Veteran Services -- State of Hawai'i, tel:

- (808) 433-0420; e-mail: Ronald.Han@va.gov
- g. Brigadier General (R) Anne Greenlee, State Director, U.S. Department of Labor, tel: (808) 522-8216; e-mail: Greenlee.Ann.M@dol.gov
- h. Thomas Lee, Military Affairs Liaison, Office of the Governor -- State of Hawai'i; tel: (808) 753-8033; e-mail: thomas.k.lee@hawaii.gov
- i. Brian "Disco" Bennett: Executive Director, Outreach & Government Affairs, tel: (808) 471-3820; e-mail: b.e.bennett@navy.mil
- j. Thelma HTDC, Innovation Manager, High Technology Development Corporation (HTDC), tel: (808) 205-6871, e-mail: thelma@htdc.org
- k. Rachel James, Project Manager, Hawaii Center for Advanced Transportation Technologies (HCATT), tel: (808) 594-0100; e-mail: rachel@htdc.org

C. Non-Profit & Community

- a. Admiral (R) Richard Macke, Former USPACOM Commander, tel: (808) 356-6009; e-mail: dick.macke@mac.com
- b. Kamakana Kiamuloo: Vice President, Military Affairs Council, tel: (808) 380-2612; e-mail: kkaimuloo@cochawaii.org
- c. Colonel (R) Crissy Gayagas, Board of Directors, Oahu Economic Development, Chair, Strategic Communications Committee, Military Affairs Council, tel: (808) 218-1408; e-mail: Crissy@GayagasEnterprises.com
- d. Dennis Kwak, Director Veteran Business Outreach Center of the Pacific, tel: (808) 987-5245; e-mail: dkwak@hawaii.edu
- e. Jane Ferreira, Executive Director, Navy League Honolulu Council, tel: (808) 422-9404; e-mail: navyleaguejane@gmail.com
- f. David Livingston, Past President, Navy League, Honolulu Council, Rotary Club of Waikiki, tel: (808) 542-4945; e-mail: David@DCLivingston.com
- g. Grace Fung, President Maui Business Brainstormers, tel: (808) 463-8528; e-mail: Brainstormersgrace.fung@mauibusinessbrainstormers.org
- h. Rona Adams, Oahu Chapter President, Vietnam Veterans of America, tel: (808) 254-6231; e-mail: ronaadams@hawaii.rr.com
- i. Garret Yoshimi: VP for Information Technology & CIO, University of Hawaii, tel: (808) 956-3501, e-mail: gyoshimi@hawaii.edu
- j. Pamela Tumpap: President Maui Chamber of Commerce, tel: 808-244-0081; e-mail: pamela@mauichamber.com

b. Facilities: Current

MASTER C plans to secure facilities when it can self-generate revenue. In the interim, we have approval to share space with the following partner organizations:

- Navy League office and training facility, Pearl Harbor
- Oahu Veterans Center, Pearl Harbor

- National Guard depot, Pearl City

Facilities: Proposed

MASTER C has longer term plans to open a Transition Center in each of the four major military installations at Schofield Barracks, Pearl Harbor, Sand Island, and Marine Corps Base Hawaii.

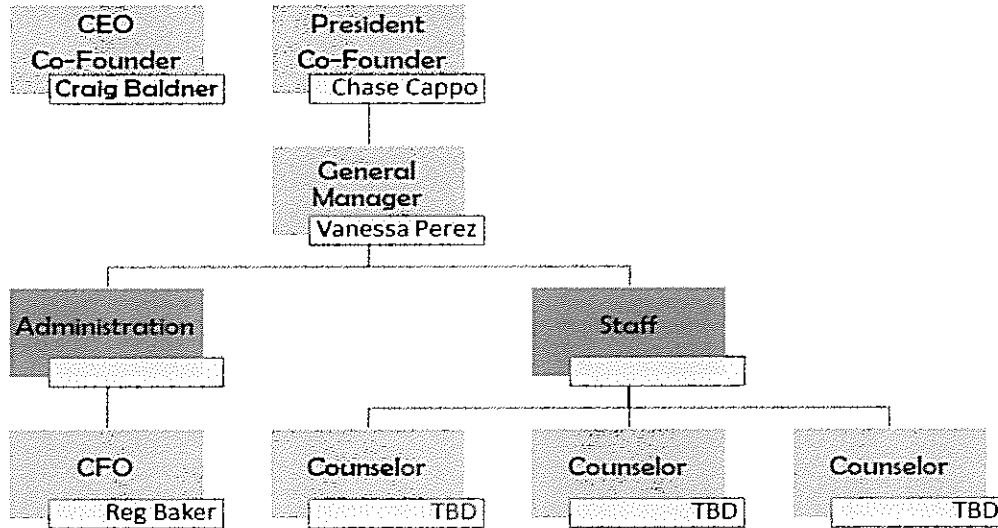
7. Personnel: Project Organization and Staffing

a. Proposed Staffing, Staff Qualifications, Supervision and Training

Staffing includes one full-time General Manager, part-time Chief Financial Officer, and three Counselors who will operate as requested for consultations.

MASTER C make a commitment to prioritize the hiring of Veterans and family members as part of their team.

b. Organization Chart



c. Compensation

Employees of the organization are projected to make most, if not more than, the CEO and President of the organization. Currently, budget projections are \$30,000 each for the top officers, and \$60,000 for a full-time General Manager.

8. Other

a. Litigation

Not Applicable

b. Licensure or Accreditation

General Excise Tax License: GE-071-434-0352-01

Employer Identification Number: 81-4334900

c. Private Educational Institutions

Not Applicable

d. Future Sustainability Plan

The MASTER Council plan to sustain the Veteran Retain, Train, and Place operation after fiscal year 2017-18 if the activity is funded by the grant.

MASTER C have intend to also apply for Federal Funding to expand our mission to more inline with the mainland state Veteran retention figures.

(1) Received by the applicant for fiscal year 2017-18

The MASTER Council has a business goal to continue in its efforts to retain veterans in transition to boost the Hawaii economy and create innovative methods to connect veterans with businesses to create swift and meaningful employment.

The MASTER Council plan to sustain the Veteran Retain, Train, and Place operation after fiscal year 2017-18 if the activity is not received by the applicant.

(2) Not received by the applicant thereafter

Our aim is to continue and expand this operation beyond the initial 200 Veterans covered by this grant with a goal to retaining over 3,000 Veterans.

We also intend that the Transition Center would provide training and employment services for any individual in career transition.

The sustainability plan would consist of recruiting and talent sourcing contracts to generate revenue for each successful hire.

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

Not Applicable

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2017 to June 30, 2018

Applicant: _____ MASTER C

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
A. PERSONNEL COST				
1. Salaries	200,000			
2. Payroll Taxes & Assessments	0			
3. Fringe Benefits	0			
TOTAL PERSONNEL COST	200,000			
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	0			
2. Insurance	3,000			
3. Lease/Rental of Equipment	0			
4. Lease/Rental of Space	0			
5. Staff Training	1,000			
6. Supplies	20,000			
7. Telecommunication	1,000			
8. Utilities	0			
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	25,000			
C. EQUIPMENT PURCHASES	20,000			
D. MOTOR VEHICLE PURCHASES	0			
E. CAPITAL	0			
TOTAL (A+B+C+D+E)	245,000			
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	245,000	Baldner, Craig M.	808-763-0828	
(b) Total Federal Funds Requested		Name (Please type or print)	Phone	
(c) Total County Funds Requested			20 January 2017	
(d) Total Private/Other Funds Requested		Signature of Authorized Official	Date	
TOTAL BUDGET	245,000	CEO; Co-Founder		
		Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2017 to June 30, 2018

Applicant: _____ MASTER-C _____

POSITION TITLE		FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
CEO	Craig Michael Baldner		\$30,000.00	100.00%	\$ 30,000.00
President	Chase Bailey Cappel		\$30,000.00	100.00%	\$ 30,000.00
General Manager	Vanessa Machin Perez		\$60,000.00	100.00%	\$ 60,000.00
CFO	Reg Baker		\$20,000.00	0.00%	\$ -
Counselor	To be hired		\$20,000.00	0.00%	\$ -
Counselor	To be hired		\$20,000.00	0.00%	\$ -
Counselor	To be hired		\$20,000.00	0.00%	\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
TOTAL:					120,000.00
JUSTIFICATION/COMMENTS:					

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2017 to June 30, 2018

Applicant: _____

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Computer; Laptop	10.00	\$1,000.00	\$ 10,000.00	
Video Tele-Conference (VTC)	1	\$3,000.00	\$ 3,000.00	
Copier/Fax/Printer	1	\$5,000.00	\$ 5,000.00	
Camera; Video	2	\$1,000.00	\$ 2,000.00	
			\$ -	
TOTAL:	14		\$ 20,000.00	

JUSTIFICATION/COMMENTS:

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

JUSTIFICATION/COMMENTS:

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2017 to June 30, 2018

Applicant: _____

FUNDING AMOUNT REQUESTED --(NOT APPLICABLE FOR MASTER COUNCIL)						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	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						
CONSTRUCTION						
EQUIPMENT						
TOTAL:						
JUSTIFICATION/COMMENTS:						

GOVERNMENT CONTRACTS AND / OR GRANTS

App: MASTER COUNCIL (Not Applicable)

Contracts Total: -

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1					
2					
3					
4					
5					
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30					

**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAII REVISIED 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, Hawaii 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, Hawaii 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, Hawaii 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, Hawaii 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.

Military Aloha State Transition and Economic Retention Council
(Typed Name) [Redacted]

(Signature) [Redacted] 20 JAN 17
Chase Cappel, Craig Baldner Co-founders
(Typed Name) (Title)

STATE OF HAWAII
DEPARTMENT OF COMMERCE AND CONSUMER AFFAIRS
Business Registration Division
335 Merchant Street
Mailing Address: P.O. Box 40, Honolulu, Hawaii 96810
Phone No. (808) 586-2727



FILED 11/22/2016 02:05 PM
Business Registration Division
DEPT. OF COMMERCE AND
CONSUMER AFFAIRS
State of Hawaii

ARTICLES OF INCORPORATION
(Section 414D-32, Hawaii Revised Statutes)

PLEASE TYPE OR PRINT LEGIBLY IN BLACK INK

The undersigned, desiring to form a nonprofit corporation under the laws of the State of Hawaii, certify as follows:

I

The name of the corporation shall be:

Military Aloha State Transition and Economic Retention Council

II

The mailing address of the corporation's initial principal office is:

92-1230 Hunekai Street, Kapolei, HI 96707

III

The corporation shall have and continuously maintain in the State of Hawaii a registered agent who shall have a business address in this State. The agent may be an individual who resides in this State, a domestic entity or a foreign entity authorized to transact business in this State.

- a. The name (and state or country of incorporation, formation or organization, if applicable) of the corporation's registered agent in the State of Hawaii is:

Craig Michael Baldner

(Name of Registered Agent)

HI

(State or Country)

- b. The street address of the place of business of the person in State of Hawaii to which service of process and other notice and documents being served on or sent to the entity represented by it may be delivered to is:

92-1230 Hunekai Street, Kapolei, HI 96707

IV

The name and address of each Incorporator is:

Name

Address

Craig Michael Baldner

92-1230 Hunekai Street, Kapolei, HI 96707

Chase Bailey Cappel

95-270 Waikalani Drive, Mililani, HI 96789

V

Please check one:

- The corporation has members.
- The corporation has no members.

VI

The corporation is nonprofit in nature and shall not authorize or issue shares of stock. No dividends shall be paid and no part of the income or profit of the corporation shall be distributed to its members, directors, or officers, except for services actually rendered to the corporation, and except upon liquidation of its property in case of corporate dissolution.

The undersigned certifies under the penalties of Section 414D-12, Hawaii Revised Statutes, that the undersigned has read the above statements, that I/we are authorized to sign this Articles of Incorporation, and that the above statements are true and correct.

Signed this 22 day of November, 2016

Craig Michael Baldner

(Type/Print Name of Incorporator)

(Signature of Incorporator)

Chase Bailey Cappel

SEE INSTRUCTIONS PAGE. The articles must be signed by at least one individual (incorporator).