

House District(s) All
Senate District(s) All

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): _____

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

1. APPLICANT INFORMATION:

Legal Name of Requesting Organization or Individual:
HAWAII AGRICULTURAL FOUNDATION

Db/a:

Street Address: 3538 WAIALAE AVENUE, #203
HONOLULU, HI 96816

Mailing Address: Same as above

2. CONTACT PERSON FOR MATTERS INVOLVING THIS APPLICATION:

Name DENISE HAYASHI YAMAGUCHI

Title Executive Director

Phone # 808-386-2538

Fax # 808-595-6788

E-mail deniseyamaguchi@hawaiiagfoundation.org

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:

CONNECTING FARMERS TO THE COMMUNITY

4. FEDERAL TAX ID #: [REDACTED]

5. STATE TAX ID #: [REDACTED]

7. AMOUNT OF STATE FUNDS REQUESTED:

FISCAL YEAR 2019: \$ 663,803

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 \$ _____

FEDERAL \$ _____

COUNTY \$ _____

PRIVATE/OTHER \$ 90,600

[REDACTED] REPRESENTATIVE

DENISE HAYASHI YAMAGUCHI, EXECUTIVE DIRECTOR

JANUARY 17, 2018

NAME & TITLE

DATE SIGNED

Application for Grants

Please check the box when item/section has been completed. 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 Hawaii Agricultural Foundation (HAF) is a non-profit charitable organization created to promote agriculture and farming. Created in 2007 (initially as *The Hawaii Farm Bureau Foundation for Agriculture*, and renamed *The Hawaii Agricultural Foundation* in 2010), the mission of HAF is to support and sustain Hawaii's agricultural industry by addressing critical needs and services of farmers and the agricultural industry in Hawaii, and by better connecting farmers with the community and vice-versa. This involves educational and outreach programs in the community, as well as direct marketing, technical, educational and in-the-field support for farmers.

2. The goals and objectives related to the request;

The goal of HAF's new Connecting Farmers to the Community effort supports the State's goal to make Hawaii more self-sufficient and to double local food production by 2020. Furthermore, it supports the State Department of Agriculture's (DOA) published mission to promote the conservation, development and utilization of agricultural resources in the State. The HAF program, moreover, supports the *Increased Food Security and Food Self-Sufficiency Strategy Plan* prepared by DBEDT Planning and DOA that identified the need to build the agricultural workforce and continue the "Green Jobs Initiative" which provides workforce development services for the agricultural, energy, natural resources and related industries in order to increase food production.

The HAF's Connecting Farmers to the Community will:

- A. Create greater student awareness and interest in agriculture through K-12 educational programs that improve the perception of the State's third largest industry and engender a better understanding of the impact of agriculture on Hawaii's economy and well-being of its people. HAF will continue to develop effective partnerships among farmers, business, and academia to better engage and prepare students for work in "Green Jobs" industries. Our programs will build a continuum from elementary through high school for students to be exposed to an array of agricultural careers, and better align the needs of education and agriculture through efforts that foster the necessary skills to facilitate the transition of students from school to work.
- B. Construct a stronger connection between farmers and our community through outreach and public awareness efforts that leverage HAF's existing relationships

through programs that include Local Inside (CSA), Kids Cooking Local, the HAF Ag Park at Kunia, and Localicious Hawaii. Building on that foundation, HAF plans to grow awareness and engagement through strong storytelling conveyed via traditional and digital media and initiation of a public contest centered around Hawaii's diversified agriculture industry. Program content will focus on better helping consumers connect with local farmers, fostering a stronger appreciation for those responsible for growing our food, creating a stronger demand for locally-grown produce, spotlighting issues facing Hawaii farmers, and helping consumers better identify with and understand the challenges and skills necessary to succeed in Hawaii's ag industry.

- C. Develop an industry farmer's market that will assist farmers by serving as a convenient, stable location for Hawaii's local food producers to sell their services and products directly to restaurants that participate in Localicious Hawaii - the HAF annual campaign that aims to raise awareness of eateries which actively support the State's agricultural industry through a practice of sourcing local ingredients for their menu fare.

3. The public purpose and need to be served;

Closure of HC&S left more than 36,000 acres of sugar lands available for sustainable and diversified agriculture. Though Alexander & Baldwin (A&B), parent company to HC&S, is committed to keeping the acreage in agriculture, it has acknowledged that farming is a scientific and business enterprise and that Hawaii's current workforce may not be able to transition to these new jobs because they do not have the skill set to be independent farmers.

Currently, our best estimates show that Hawaii's food imports account for approximately 85% of its consumption needs. Exacerbating the fact that we currently produce no more than 15% of what we consume is that a vast majority of consumers simply do not know where their food comes from. According to a nationally representative online survey commissioned by the Innovation Center of U.S. Dairy in 2017, seven percent of all Americans (or 16.4 million people) believe that chocolate milk comes from brown cows. Another study commissioned in the early 1990's by the Department of Agriculture found that nearly 1 in 5 adults did not know that hamburgers are made from beef. It also found that many more lack familiarity with basic farming facts, like how big U.S. farms typically are and what food animals eat. For decades, observers in agriculture, nutrition and education have griped that many Americans are basically agriculturally illiterate. They don't know where food is grown, how it gets to stores – or even, in the case of chocolate milk, what is in it. In many cases, our connection to food has diminished to nothing more than a quick transaction at the check-out line, with no thought to who is behind the spinach in our salads or the steak on our grills.

Yet despite widespread evidence of agricultural illiteracy, the U. S. Department of Agriculture has found consumers want to know more about where food is sourced. This is driven by consumers' desire to engage, discuss and build relationships around many aspects of their lives, including food. It is also a fact that local food systems play a lead role in building awareness about agriculture and transmitting knowledge to consumers.

HAF's Connecting Farmers to the Community will use education, strong and engaging story-telling, and development of a distribution hub as the means for consumers – current and prospective – to construct the knowledge needed to make wiser food choices, for chefs and farmers to more easily transact procurements, and for students to develop skill sets necessary for success in agriculture-related enterprise.

4. Describe the target population to be served;

The target populations to be served are current, new and immigrant farmers; restaurant owners, chefs and clientele; K-12 school-aged children; and the community at large.

5. Describe the geographic coverage.

The geographic coverage to be served is statewide.

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;

The grant will provide the needed funds for HAF to continue and expand current, as well as develop new innovative educational programs for public school students, and the general public.

A. Public School Student Education

During the past three years, HAF has developed and implemented an array of initiatives that were built one upon the other to create a continuum of educational K-12 programs in Hawaii's traditional and charter public schools. HAF proposes to use grant funds to continue, expand, and/or implement the following programs:

Where Would We Be Without Seeds: First implemented on Maui, Where Would We Be Without Seeds is a 3-unit, second grade STEM and Common Core standards-based curriculum that integrates multiple content areas to provide a hands-on seed-to-planting agricultural experience. HAF, in partnership with the Maui County Farm Bureau, is working in 2018 to expand the program statewide. The program familiarizes students to where food comes from and indirectly introduces the concept of farming as a career option. All lessons are aligned to Common Core, Hawaii Content and Performance Standards III, Next Generation Science Standards, and General Learner Outcomes. Participating teachers are required to attend professional development workshops hosted by HAF.

Veggie U: First offered in 2014 to Grade 4 public school teachers statewide and largely funded through HAF's annual Localicious Hawaii campaign, Veggie U uses curriculum aligned to Next Generation Science Standards; Hawaii Content and Performance Standards III in science, health and social studies; Common Core English language arts and mathematics standards; and General Learner Outcomes. Students gain knowledge of sustainable farming methods, local agriculture, and healthy food choices within the construct of hands-on/minds-on lesson plans that work toward inspiring next generation farmers, and agribusiness men and women who can continue to grow and expand Hawaii's agricultural industry. HAF provides support through Teacher Training Sessions and, in the current school year, approximately 110 elementary teachers on all major islands are implementing the Veggie U program.

AquaPono Aquaponics: A secondary grade program, AquaPono Aquaponics employs a science-based curriculum to engage students in aquaponics and allows them to demonstrate and apply their knowledge and skills on par with industry standards. All curriculum is aligned to applicable Common Core State Standards and Hawaii Content and Performance Standards, and is supported by HAF-sponsored professional development workshops for teachers. Participating schools are compensated for teacher substitute expenses as well as applicable air and ground transportation, and all teaching materials.

Future Farmers of America: Future Farmers of America (FFA) activities at the state and national levels build capacity and leadership in natural resource teachers and students. Working with the DOE, HAF will continue to use and support FFA activities and training as a professional development tool with subsidies for training of teachers and funding for 15 public schools for travel to and pre-conference activities at the FFA State convention.

In The Fields: A partnership program with Hawaii's agriculture industries and businesses, In The Fields provides high school students with opportunities to experience the world of work. Through guided field trips, students are immersed in real-world Conventional, Organic, and Bio-Tech agricultural environments. Additionally, through the In The Fields Ag Internship program, students "shadow" adult mentors to gain real-life work experiences in agriculture-related professions.

Kids Cooking Local: A partnership project between HAF and Boys and Girls Club of Hawaii, Kids Cooking Local is designed to provide students (and their families) from disadvantaged communities with healthy, nutritious fresh foods while also teaching skills in how to cook and how to make healthy food choices. Launched in 2017 as a pilot program at Waianae and Jarrett Intermediate Schools, the Kids Cooking Local program objectives are to: 1) provide food-insecure students and their families with fresh, locally-grown produce; 2) teach students how to cook using fresh, locally-grown produce; 3) teach students about why it's important to eat healthy, fresh, nutritious food; and 4) teach students how to grow their own food. HAF supports the program by securing chefs to engage and teach students about how to cook, works with students on the proper handling of and storage procedures for fresh food items, and underwrites the costs of all locally-sourced ingredients and canned goods on students' behalf.

Kids Entrepreneurship Program: HAF proposes a new initiative that would initially be implemented in public high schools on Oahu that have existing agriculture and/or culinary programs. Designed to encourage students to think beyond the box and use their agricultural and culinary knowledge to imagine a commodity or service of value, learn the fundamentals of developing a business and marketing plan, and then test their assumptions and theories in a real-world marketplace. Guided by teachers and structured for outcomes in which success is untraditionally defined by knowledge gained, students are intended to understand the value of collaboration, economic resilience, sales technique, and customer service.

<u>Tasks</u>	<u>Responsibilities</u>
Maintain & Expand <i>Where Would We Be Without Seeds, Veggie U, AquaPono Aquaponics, and In The Fields</i>	HAF
Maintain & Expand <i>Kids Cooking Local</i>	HAF / B&GC HI
Identify After School Program Locations	HAF / B&GC HI
Secure Chef Instructors, Local Products & Other Food	HAF
Design & Implement <i>Kids Entrepreneurship Program</i>	HAF
Teacher Professional Development Workshops/Conferences	HAF / DOE
Follow-up with Teachers	HAF
Evaluation (Teacher & Student)	HAF / DOE

B. Outreach and Public Awareness

The grant will provide the needed funds for HAF to implement two new outreach / public awareness initiatives designed to build a stronger connection between farmers and the community.

Traditional and Digital Media Storytelling: To address agricultural illiteracy, foster a stronger appreciation for those responsible for growing our food, and create greater demand for locally grown produce in Hawaii, HAF proposes to build a stronger connection between farmers and our community through use of traditional and digital media. This initiative will promote agricultural awareness through featured stories of Hawaii’s farmers and continue Hawaii’s progression to future sustainability. What local produce is in season? Why is local produce so expensive? Do you have a recipe for that marinara sauce? Who is the farmer that grew that tomato? The traditional and digital media campaign will answer these questions and educate, inform and build relationships among communities, farmers and food. These relationships are critical for a generation with no living memory of a time when much of Hawaii was involved in agriculture. Supporting our agricultural industry has broad economic and social benefits – increasing revenue for farmers, other related businesses and the State (taxes), and creating jobs. The Hawaii Department of Agriculture estimates that if just 10 percent of imported foods were replaced by local production, it would amount to \$313 million or \$94 million in additional revenue to farmers. Taking into account the multiplier effects, \$94 million would have an estimated economy-wide impact of \$188 million in sales, generating \$47

million in earnings, \$6 million in state tax revenues and more than 2,300 jobs. Furthermore, if Hawaii is to become more food sustainable, it will need programs that build relationships between farmers and consumers and promote demand, including improved branding of local products.

HAF will use its existing relationships among farmers and consumers to create a traditional and digital media campaign that will serve as the foundation for connecting farmers to the community. Currently, HAF works with about 30 farmers on Oahu to fulfill its Local Inside CSA for its more than 160 subscribers and 40 student subscribers who receive weekly or biweekly bags of local produce. Local Inside subscribers pick up their local produce from various locations on Oahu and student “subscribers” receive produce through HAF’s Kids Cooking Local program. As previously mentioned, Kids Cooking Local supplies local produce to after-school program sites and teaches middle-school students how to cook with local ingredients. The Local Inside CSA was launched in 2015 as a way to support local farmers and, more importantly, educate consumers about our local agricultural industry, and has grown into the single largest CSA in the State.

HAF currently has a website, www.hawaiiagfoundation.org, which features farmers from the HAF Ag Park at Kunia and a website, www.localinside.org, which promotes HAF’s Local Inside CSA. While both make an effort to share information about farmers, the information is very limited and does not share in-depth stories about the farms, individual farmers, best practices, etc., to create personal connections for consumers. HAF plans to launch this effort by developing engaging content about farmers that will be shared on its website and through traditional and other digital media platforms. This will include personal interviews, videos and regular blog posts. Content will be distributed through varying platforms to the HAF community which includes, but is not limited to, 5,000+ email subscribers, 120+ educators, 200+ restaurants, and 160+ Local Inside CSA subscribers.

By putting a face and story behind the food we eat and distributing the content using traditional, digital and social platforms, this new initiative will foster a stronger appreciation for those responsible for growing our food and create stronger demand for locally grown produce in Hawaii. The content will also put a spotlight on key issues facing farmers in Hawaii. Through this effort, consumers will be better able to identify with and understand the challenges and skills needed to be a farmer today in Hawaii.

Emerging Crop Contest: HAF proposes to host a new crop / product recipe challenge to engage the public in learning more about Hawaii’s diversified agricultural industry. Partnering with a new farm producer each year, the program will spotlight an emerging crop item and associated farm producer, and promote both through an ingredient challenge to world class chefs here and abroad. Creative and unique recipes using the specific product will be solicited and, in the process, HAF will impart background about the ingredient, the story of the farmer/producer, and the challenges, successes, and potential behind the emerging crop. The winning recipe holder will receive a stipend and travel to the farm.

<u>Tasks</u>	<u>Responsibilities</u>
Design & Implement Media Storytelling & Emerging Crop Contest Programs	HAF
Contract Media & Video Production Consultants	HAF
Provide Oversight & Executive Manage Media Campaign	HAF
Secure Cash & Travel Stipends for Crop Contest	HAF
Develop and Manage Contest Promotion Campaign	HAF
Secure, Handle & Mail Emerging Crop Ingredient to Entrants	HAF
Judge Contest Winners & Host Contest Award	HAF / HFWF

C. Farmer Assistance Programs

The grant will provide the needed funds for HAF to develop an industry farmer’s market that will function as a central point of aggregation and distribution that will abet connecting local producers with restaurants and direct purveying of fresh locally –grown, -caught, and –raised agricultural products.

Localicious Farm Hub: HAF proposes to develop an industry distribution hub to allow producers of agricultural products to directly market their produce, dairy products, meats and fish to restaurants that participate in Localicious Hawaii. The annual Localicious campaign has made a hallmark of recognizing eating establishments across the state that choose to source local. Thanks to HAF’s yearlong stewardship of these restaurants, bars, breweries, and bakeries, Hawaii is beginning to see the “buy local, eat local” trend transform into an exciting statewide movement.

Evident in the feedback received by HAF from Localicious restaurants is the barrier of distribution. These locally- and civic-minded eating establishments say they would do more to support local growers if it were not so problematic to get items, particularly from smaller producers. Chefs expressed that the time and hassle of driving to and from farms which literally can be located on one end of the island to the other to pick up varying quantities of needed ingredients constrains their purchasing and ultimate use of local products.

Providing local food producers with a centrally located venue once a week to distribute their fresh goods to restaurants would help address an important barrier while allowing farmers to market and sell items directly to restaurants. This would be an important factor for restaurants to source locally. To that end, HAF proposes to secure an appropriate venue that will provide easy access, ample parking, and a centralized location for convenience and ease of transacting business. Restaurants can purvey products on-site or pick-up pre-ordered items from farmers/local producers. Available to participating Localicious restaurants, this industry farmer’s market will initially seek participation of 10-12 vendors that produce locally-grown, -caught, and/or -raised products.

<u>Tasks</u>	<u>Responsibilities</u>
Design & Implement Farm Hub Program	HAF
Negotiate Physical Location & Terms of Tenancy	HAF
Secure 10-12 Farmers & Local Producers Weekly	HAF
Engage Localicious Restaurants / Chefs	HAF
Promote Sourcing Local & Hub Use	HAF
Manage & Run the Farm Hub Weekly	HAF

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

Existing programs (*Where Would We Be Without Seeds, Veggie U, AquaPono Aquaponics, Future Farmers of America, In The Fields, and Kids Cooking Local*) will be continued and grown; and proposed new projects (*Kids Entrepreneurship Program, Emerging Crop Contest, Traditional and Digital Media Storytelling, and Localicious Farm Hub*) will be implemented and operational in the 12 months from the time grant funds are released.

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

A. Public School Student Education

- i. Monitor and Evaluate - We will track the number of teachers who attend the Where Would Be Without Seeds and Veggie U workshops and conference, and evaluate teacher feedback. For secondary school programs, we will track student participation and secure feedback from students via pre-and post-event evaluations.
- ii. Improve Results – We will use student and teacher feedback to drive and inform improvements to the programs.

B. Outreach and Public Awareness

- i. Monitor and Evaluate – We will conduct pre- and post-surveys with our current audiences to determine the effectiveness of the traditional and digital media storytelling initiative. The pre-survey will be conducted at month six and the post-survey will be administered at the end of month 12 to measure the number of persons reached who gained knowledge about Hawaii farms and/or farm brands.
- ii. Improve Results – We will use feedback from the program communities to drive and inform improvements to the programs.

C. Farmer Assistance Programs

- i. Monitor and Evaluate – We will track the number of restaurants and producers participating in the Localicious farm hub and continue to monitor their satisfaction levels, and the recommendations and comments elicited through surveys.

- ii. Improve Results – We will use survey results to continuously inform improvement of the program.
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.

A. Public School Student Education

We will measure the effectiveness of our student efforts by the number of schools participating in our programs:

- i. *Where Would Be Without Seeds*: Increase participation by 100% (from 15 returning schools to 30);
- ii. *Veggie U*: Increase participation by 50% (from 50 returning schools to 75);
- iii. *AquaPono Aquaponics*: Implemented in SY2017-18, we will grow participation to 9 schools;
- iv. *Future Farmers of America*: We will support teachers in 15 traditional and charter public schools across the State.
- v. *In the Fields*: Implemented in SY2017-18, we will grow participation to 13 schools with approximately 50% of schools served located on Neighbor Islands;
- vi. *Kids Entrepreneurship Program*: We will implement this new program in a minimum of 10 schools in the first year.

B. Outreach and Public Awareness

We will measure the effectiveness of our outreach and public awareness efforts by the number of residents reached:

- i. *Traditional and Digital Media Storytelling*: We will implement this new program, tell at least 15 engaging farm stories through video or article, and successfully reach an audience of 25,000+.
- ii. *Emerging Crop Contest*: We will implement this new initiative and successfully reach 15 world class chefs to use new products.

C. Farmer Assistance Programs

We will measure the effectiveness of our new farmer assistance program by the successful implementation of the Localicious farm hub, and the number of food producers served and restaurants engaged:

- i. HAF will implement the program and contract a centralized location;
- ii. HAF will serve a minimum of 10-12 local food producers weekly;
- iii. HAF will engage 200+ participating Localicious Hawaii restaurants in the industry farmer's market.

III. Financial

Budget

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

See attached.

2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2019.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$ 165,950.75	\$ 165,950.75	\$ 165,950.75	\$ 165,950.75	\$ 663,803

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2019.

Private Foundation \$150,000
 Corporate Funding \$125,000
 Other Government Funding \$ 25,000

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.

N/A

5. The applicant shall provide a listing of all federal, state, and county government contracts, grants, and grants in aid it has been granted within the prior three years and will be receiving for fiscal year 2019 for program funding.

See attached.

6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2017.

HAF financials for FY2017 (01 Jan to 31 Dec 2017) are not yet completed; however, HAF's unrestricted net assets at 12/31/2016 totaled \$663,574.54

IV. Experience and Capability

1. 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.

The Hawaii Agricultural Foundation has been in existence since 2007. It has been successful in developing a number of initiatives including the many educational programs mentioned above and which continue today.

Other related HAF programs include; (1) *Eat Think Drink*, a quarterly public education workshop that examines sustainability issues affecting production, distribution and access to local food on Hawaii. Developed to address the ever-changing issues facing agriculture and Hawaii's food supply, the *Eat Think Drink* series of workshops are presented in a neutral format and designed informationally for the layman, and succeed in being fun, engaging and educational. (2) *The HAF Ag Park in Kunia* is a 220-acre property under lease to start-up farmers including 17 immigrant farmers who were alleged victims of human trafficking. Brought to the HAF Ag Park as part of a human trafficking program run by the Pacific Gateway Center, many of the 17 immigrant farmers have become successful in growing and selling their produce despite lacking in the beginning even a basic knowledge of good agricultural practices (GAP). To remedy this, HAF hosted workshops as well as one-on-one meetings to identify and help Ag Park farmers meet the requirements for basis food safety food practices, and gain the understanding and practice of basic personal and field sanitation and food safety planning.

2. 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.

The HAF offices are located at 3538 Waialae Avenue, #203 and at the HAF Ag Park in Kunia on Kunia Road. For purposes of the proposed Localicious Hub, HAF will utilize the expertise of recent hire, Kacey Robello, who serves as HAF's Kunia Ag Park/Local Inside Manager. Previously employed by the Hawaii Farm Bureau where she was responsible for the management and execution (including the physical siting) of all Hawaii Farm Bureau's Farmers Markets, Robello, under the leadership of Executive Director Denise Yamaguchi, will pursue discussions with Kapiolani Community College for location of the new Hub.

V. Personnel: Project Organization and Staffing

1. 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.

Denise Yamaguchi, Executive Director

Prior to working for the HAF, Yamaguchi was a consultant to the Hawaii Farm Bureau Federation where she helped craft the language, vision and mission of the Foundation. She has more than nineteen years working as a consultant and executive with non-profit organizations specializing in strategic planning, fund development, marketing, government affairs, public relations and community relations. Her past employers and clients include NCL America, Bishop Museum, Japanese Cultural Center, Hawaii Foodbank, U.S. Senator Daniel K. Inouye, 3Rs, Artisans' Farmers Alliance, Durrant Media Five, Hawaii Institute for Public Affairs, Hawaii Farm Bureau Federation, Coast Guard Foundation, Hawaii Forest Industry Association, U.S.S. Battleship Missouri Association, and the State of Hawaii Procurement Office.

Lucy Ahn, Chief Operating Officer

Lucy Ahn currently oversees the day-to-day operations of the Hawaii Agricultural Foundation and manages the HAF's Localicious Hawaii campaign. She has worked in non-profit and government sectors, and was previously in charge of corporate support and grant management for PBS Hawaii, Hawaiian Educational Council, the *Grow Hawaii* program of the Hawaii Association of Independent Schools (HAIS), and Ronald McDonald House Charities. Along with Nainoa Thompson of the Polynesian Voyaging Society and HAIS president Robert Witt, Ahn also played a leadership role in the start-up of a new charter school serving the children and families of Waimanalo.

Iris Mizuguchi, Director of Educational Programs

Iris Mizuguchi currently oversees HAF's educational programs. She has more than 38 years working in the classroom and as an administrator for the Hawaii State Department of Education. Prior to her retirement in 2015, she held the position Education Specialist, Career and Technical Education where she oversaw all CTE activities inclusive of four student organizations (Family, Career and Community Leaders of America, National Future Farmers of America, Future Health Professionals and SkillsUSA). She was also responsible for managing CTE state budget and eight district resource teachers.

Kacey Robello, Kunia Ag Park / Local Inside Manager

Kacey Robello currently serves as HAF's Kunia Ag Park/Local Inside Manager. Previously employed by the Hawaii Farm Bureau for 8 years as Farmers Market General Manager, she was responsible for coordinating and managing seven Farmers' Markets on a weekly basis

working with 150 vendors. Robello brings her coordinating and management skills as well as her background of working with over 50 producers that produce locally -grown, -caught, and -raised products. She also brings her relationships with restaurants and chefs as vendors, customers, and participants with farmers' market demos.

Krysta Gallagher, Educational Manager

Krysta Gallagher currently manages HAF's education programs, with a primary focus on after-school initiative Kids Cooking Local. She graduated from the University of Delaware with a Bachelor of Science degree in Elementary Education with a concentration in Special Education and Disability Studies. Gallagher has spent over ten years working with children in various settings from pre-school and after-school programs to the classroom. She is especially effective in being able to combine her passion for living a healthy lifestyle with her knowledge and experience in education for impact in the classroom.

Marissa Villegas, Communications Coordinator

Marissa Villegas is the communications coordinator at the Hawaii Agricultural Foundation (HAF), overseeing all development and execution of the organization's communications strategy. Prior to her role at HAF, Villegas provided public relations services to Honolulu's most revealed companies in an array of industries, including education, sustainability, development, nonprofit and retail. She is an alumna of the Corporation of National and Community Service's AmeriCorps VISTA program and completed one year of civil service at the Honolulu Community Action Program (HCAP). An active community member, Villegas is a long-time public relations volunteer for Sustainable Coastlines Hawaii and serves on the communications committee for AccesSurf Hawaii. She received her Bachelor of Arts in English from the University of Vermont and is a passionate surfer, hiker and writer.

2. Organization Chart

The applicant shall illustrate the position of each staff and line of responsibility/supervision. If the request is part of a large, multi-purpose organization, include an organization chart that illustrates the placement of this request.

See attached.

3. 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.

Executive Director	Denise Hayashi Yamaguchi	\$90,000
Chief Operating Officer	Lucy Ahn	\$75,000
Educational Manager	Krysta Gallgher	\$58,000

VI. Other

1. 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.

N/A

2. 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.

N/A

3. 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.

N/A

4. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2018-19 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2018-19, but
- (b) Not received by the applicant thereafter.

HAF is in the process of building a sustainable sponsorship program that will be modeled after the highly successful Hawaii Food and Wine Festival sponsorship program. Some of the corporate and private foundation prospects include the HEI Charitable Foundation, Atherton Family Foundation, Island Palm Communities, Hawaii Community Foundation, Hawaii State Department of Agriculture, Kosasa Family Fund, ChefZone, Alexander & Baldwin, Southern Wine and Spirits, Hawaii Crop Improvement Association, Kaiser Foundation, and Ulupono Initiative.

5. 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, 2017.

See attached.

6. Declaration Statement

The applicant shall submit a declaration statement affirming its compliance with Section 42F-103, Hawaii Revised Statutes. ([Link](#))

See attached.

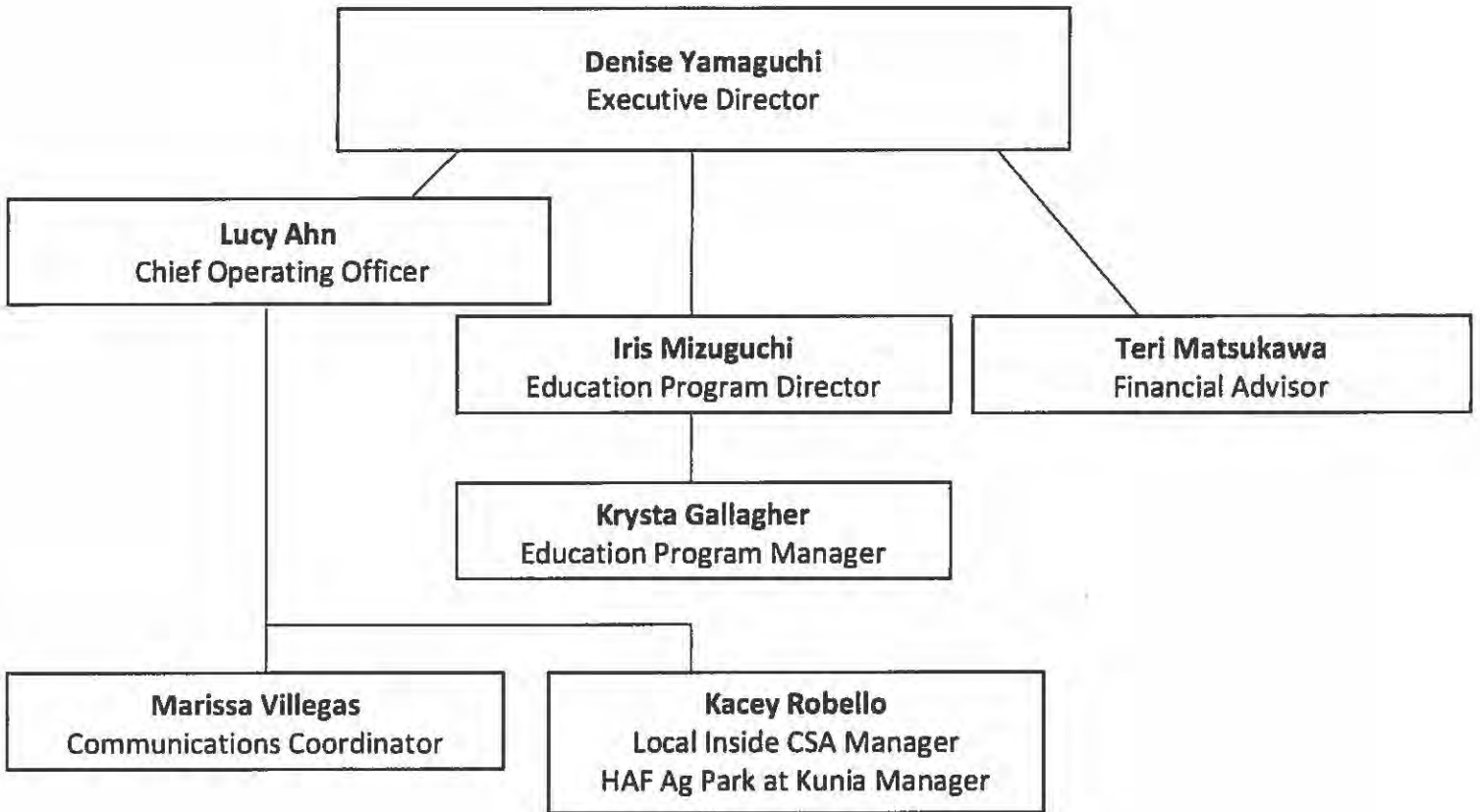
7. Public Purpose

The applicant shall specify whether the grant will be used for a public purpose pursuant to Section 42F-102, Hawaii Revised Statutes. ([Link](#))

Provisions of HRS 42F-102 are contained in the sections of this grant application.



Hawaii Agricultural Foundation Organization Chart
Updated January 2018



BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2018 to June 30, 2019

Applicant: Hawaii Agricultural Foundation

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	207,750			
2. Payroll Taxes & Assessments				
3. Fringe Benefits	62,325			
TOTAL PERSONNEL COST	270,075			
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	4,000			
2. Insurance	2,500			
3. Lease/Rental of Equipment				
4. Lease/Rental of Space	6,500			6,500
5. Staff Training	1,500			
6. Supplies	15,000			
7. Telecommunication				
8. Utilities				
9. Teaching Kits (Curriculum & Supplies)	57,015			500
10. Teacher Professional Development	43,798			3,600
11. K-12 Education Program Evaluation	6,475			
12. Student Farm Visits	56,340			7,500
13. Student Internships	11,600			
14. Contracted Professional Services	156,000			65,000
15. Printing	7,500			
16. Stipends	10,500			5,000
17. Graphic Design	7,500			
18. Marketing & Promotion	7,500			2,500
19				
20				
TOTAL OTHER CURRENT EXPENSES	393,728			90,600
C. EQUIPMENT PURCHASES				
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)	663,803			90,600
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	663,803	Denise Hayashi Yamaguchi	808-386-2538	
(b) Total Federal Funds Requested	0	[REDACTED]	Phone	
(c) Total County Funds Requested	0		1/17/18	
(d) Total Private/Other Funds Requested	90,600	Signature of Authorized Official		Date
TOTAL BUDGET	754,403	Denise Hayashi Yamaguchi Executive Director Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2018 to June 30, 2019

Applicant: Hawaii Agricultural Foundation

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Chief Operating Officer	1	\$75,000.00	75.00%	\$ 56,250.00
Educational Manager	1	\$58,000.00	100% OF TIME	\$ 58,000.00
Kunia Ag Park / Local Inside Manager	1	\$56,000.00	100% OF TIME	\$ 56,000.00
Communications Coordinator	1	\$50,000.00	75.00%	\$ 37,500.00
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				207,750.00
JUSTIFICATION/COMMENTS:				

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2018 to June 30, 2019

Applicant: Hawaii Agricultural Foundation

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

JUSTIFICATION/COMMENTS:

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

JUSTIFICATION/COMMENTS:

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2018 to June 30, 2019

Applicant: Hawaii Agricultural Foundation

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2016-2017	FY: 2017-2018	FY:2018-2019	FY:2018-2019	FY:2019-2020	FY:2020-2021
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:						
JUSTIFICATION/COMMENTS:						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Hawaii Agricultural Foundation

Contracts Total: 1,653,113

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1	Contract C.005737 - Building A Continuum	06/14/16-05/31/17	Dept of Research &	County of Hawaii	25,000
2	Educational Program		Development		
3	Contract C.006646 - Building Ag Education	09/11/17-06/30/18	Dept of Research &	County of Hawaii	25,000
4	From K-12		Development		
5	CT-DCS-1400080 Funding Improvement &	01/24/14-01/23/15	Dept of Community	City & County of	90,018
6	Agricultural Land to Allow Farmers More		Services	Honolulu	
7	Productivity And To Create Branding & Marketing				
8	for Farmers of the Kunia Agricultural Park				
9	CT-DCS-1500364 Provide Lands, Infrastructure	07/01/15-10/31/15	Dept of Community	City & County of	30,006
10	& Technical Assistance to Small Farmers		Services	Honolulu	
11	CT-DCS-1600062 Building a New Generation	10/01/15-09/30/16	Dept of Community	City & County of	150,000
12	of Farmers		Services	Honolulu	
13	CO-10555 Build a Continuum from K-12 to	07/01/14-05/31/16	Dept of Education	State of Hawaii	466,339
14	Support Local Agriculture				
15	CO-10621 Provide Educational and Outreach	07/01/15-06/30/16	Dept of Education	State of Hawaii	308,750
16	Including Technical, Educational & In-The-				
17	Field Support for Farmers in Hawaii				
18	CO-65683 Agriculture Expansion Program:	07/01/16-05/31/18	Dept of Agriculture	State of Hawaii	100,000
19	Creating Partnerships & Develop the Best				
20	Agriculture & Natural Resources Education for				
21	Students				
22	Operating Grant	07/01/17-06/30/18	Dept of Agriculture	State of Hawaii	250,000
23	CIP State Grant	07/01/17-06/30/20	Dept of Agriculture	State of Hawaii	208,000
24					
25					
26					
27					



Department of Commerce and Consumer Affairs

CERTIFICATE OF GOOD STANDING

I, the undersigned Director of Commerce and Consumer Affairs of the State of Hawaii, do hereby certify that

HAWAII AGRICULTURAL FOUNDATION

was incorporated under the laws of Hawaii on 07/26/2007 ; that it is an existing nonprofit corporation; and that, as far as the records of this Department reveal, has complied with all of the provisions of the Hawaii Nonprofit Corporations Act, regulating domestic nonprofit corporations.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Department of Commerce and Consumer Affairs, at Honolulu, Hawaii.

Dated: January 19, 2017

Director of Commerce and Consumer Affairs



**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.

Hawaii Agricultural Foundation

(Typed Name of Individual or Organization)



(Signature)

Jan 17, 2018

(Date)

Denise Yamaguchi

(Typed Name)

Executive Director

(Title)