

Application Submittal Checklist

The following items are required for submittal of the grant application. Please verify and check off that the items have been included in the application packet.

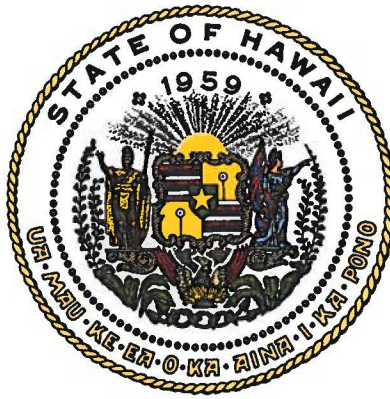
- 1) Certificate of Good Standing (If the Applicant is an Organization)
- 2) Declaration Statement
- 3) Verify that grant shall be used for a public purpose
- 4) Background and Summary
- 5) Service Summary and Outcomes
- 6) Budget
 - a) Budget request by source of funds ([Link](#))
 - b) Personnel salaries and wages ([Link](#))
 - c) Equipment and motor vehicles ([Link](#))
 - d) Capital project details ([Link](#))
 - e) Government contracts, grants, and grants in aid ([Link](#))
- 7) Experience and Capability
- 8) Personnel: Project Organization and Staffing



AUTHORIZED SIGNATURE

George Yarbrosh
PRINT NAME AND TITLE

01/17/19
DATE



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 according to the records of this Department,

IMPACT HUB HONOLULU LLC

was organized under the laws of the State of Hawaii on 05/04/2015 ; that it is an existing limited liability company in good standing and is duly authorized to transact business.

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 17, 2019

Director of Commerce and Consumer Affairs



**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAI'I REVISED STATUTES**

The undersigned authorized representative of the applicant certifies the following:

- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant is awarded;
 - b) Complies with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
 - c) Agrees not to use state funds for entertainment or lobbying activities; and
 - d) Allows the state agency to which funds for the grant were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant.
- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided.
- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
 - b) Has a governing board whose members have no material conflict of interest and serve without compensation.

Pursuant to Section 42F-103, Hawai'i Revised Statutes, for grants used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant was awarded and disposes of the land in fee simple or by lease, the organization shall negotiate with the expending agency for a lump sum or installment repayment to the State of the amount of the grant used for the acquisition of the land.

Further, the undersigned authorized representative certifies that this statement is true and correct to the best of the applicant's knowledge.

Impact Hub Honolulu LLC

(Typed Name of Individual or Organization)

(Signature)

January 17, 2019

(Date)

George Yarbrough

(Typed Name)

Co Director

(Title)

I. Verify that grant shall be used for a public purpose

Impact Hub Honolulu LLC verifies that the grant will be used for a public purpose pursuant to Section 42F-102, Hawaii Revised Statutes.

The purpose of this REV program is to provide a program for individuals in Hawaii, from all islands and communities, who have a business idea and or community project the resources to help support these innovators, and to be a catalyst for the impact makers and innovators of the community.

The details of the cost and budget for the program can be found in sections IV. Financial of the grant application.

II. 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;



EVENTS



SPACES



COMMUNITY



COWORKING



PROGRAMS

Impact Hub Honolulu is the largest coworking, community, office and event space in Hawaii that opened its doors on August 23, 2017. It is located in Kaka'ako with over 15,000 square feet, 39 offices, 250 coworking members and over 175+ events in the first year. The Impact Hub Honolulu is part of a global group of 104 other Impact Hubs. The global community aligns their efforts with the United Nations Sustainable Development Goals (UNSDGs) as a framework to approach their programming in ways of making social impact. The Impact Hub Honolulu is focused on building community and making impact through its events, programs, partnerships and scholarships.



The Impact Hub Honolulu has the rights to use an entrepreneurial curriculum called the Raising Entrepreneurial Ventures (REV) which was designed and then executed for the University of Hawaii Community College (UHCC) system across all campuses. The purpose of this program was to help support UHCC students, faculty and staff who have business ideas, accelerate their ideas from just an idea to market. The program was first designed and executed by the Impact Hub Honolulu in 2016 with 12 participants (10 teams). The IHH interviewed all key participants and players in Hawaii's innovation sector to collect their collaborative ideas on a successful program and how it can help level-up startups to help feed the pipeline to accelerators, incubators and other innovative startup programs.

For the purpose of this application, the GIA will be to support the expansion of the REV program so that it can be offered to the greater public. The focus of the program is to elevate the entrepreneurial education in Hawaii and give entrepreneurs a fighting chance to grow their business idea and or community projects into a viable business.

2. The goals and objectives related to the request;

All too often we encounter someone with a brilliant business or community project idea who is unwilling to pursue its creation because they believe that it cannot be done due to a perceived lack of resources, mentorship, and or support. The REV program is an entrepreneurial curriculum that will seek to collaborate with experienced and successful groups who already work together to support entrepreneurs and the community. The REV program's ultimate mission is to cultivate a culture of entrepreneurial spirit in Hawaii through a platform that inspires grassroots ideas and enables action by facilitating community dialogue, providing entrepreneurship training, and mobilizing financial and social capital to seed projects. The Impact Hub Honolulu wants to live in a community where members have equal access to community capital such as mentors, entrepreneurial education and a thriving network.

The key objectives to the REV program are listed below and further details pertaining to the objectives in section III.

REV's objectives are to:

- Inspire creative and entrepreneurial thinking to solve local issues in the community
- Provide open, creative, supportive spaces to explore innovation
- Provide strategy, mentorship and support to assist ideas into action
- Facilitate community trust and buy-in for local projects
- Create opportunities for project growth

Additionally, the Impact Hub Honolulu will host community symposiums to discuss important social issues that are impacting our communities. These symposiums are meant to bring together movers and shakers and all corners of the community to discuss hot button topics such as houselessness. The intention is to have these symposiums be the breeding ground for solutions and actionable steps that could lead people develop community projects that could ultimately be supported by the REV program curriculum.

These symposiums will be designed using the Art of Hosting. The Art of Hosting is an approach to leadership that scales up from the personal to the systemic using personal practice, dialogue, facilitation and the co-creation of innovation to address complex challenges. The Impact Hub Honolulu was the first to bring the Art of Hosting to Hawaii in 2013 and now the third training will take place in February of 2019 by the Hawaii Leadership Forum. Many organizations such as the Elemental Excelsator, HECO, American Savings Bank, Blue Startups, Transition Hawaii and others have trained their leaders in the Art of Hosting because they believe in the tools that the facilitation provides.

3. The public purpose and need to be served;

The Impact Hub Honolulu can verify that this program will be used for a public purpose. The purpose of this REV program is to provide a program and curriculum for ones who have a business and or community project idea, the resources to help support these innovators and to be a catalyst for the impact makers and innovators of the community.

Impact Hub Honolulu believes that the innovation and startup community is a vital component to a healthy diversified community and economy. The collaboration and partnerships amongst the startup up ecosystem are vital to creating a strong support network for the entrepreneurs and innovators so that they have the resources to grow.

One critical area of potential growth that all accelerators, incubators and investors agree on is local deal flow. In other words, start ups and innovators that are started and grown from Hawaii. This program focuses on exactly this issue. The REV program will leverage the Impact Hub

Honolulu's proven ability to call on local communities to conjure up the individuals with project ideas and startup ideas with a purpose through its network of partner organizations and networks. A success story example comes from a collaborative project with HI Soup called the HI Tool Library. This non profit business rents out used and donated tools to members for a fee. The purpose is to give a wider audience access to all types of construction tools at a fraction of the price while decreasing the need for people to buy brand new tools. Based out of ReUse Hawaii, HI Tool Library is a startup that got its start as an idea pitched by its founder, Elia Bruno at a HI Soup event at the Impact Hub Honolulu in 2016. Without the initial backing from the community of \$1,000 in cash, HI Tool Library would not be where it is today. This is a perfect example of a socially minded start up that could benefit from the REV program curriculum to get a good head start.

4. Describe the target population to be served; and

The target population for the REV program is anyone in Hawaii who is looking to take action on their idea for a community project, and or business. There are no limits to age, sex, gender or race. Most importantly, those targeted for this program are very diverse in age, socioeconomic status, as well as from any geographic location. Preference will be given to residents of Hawaii since the REV program is aimed at supporting projects with social impact for Hawaii. Consideration will be given to projects pitched from non residents if the project is sustainable and beneficial to the community.

The marketing strategy will be to collaborate with other organizations that are in the innovative, social impact and entrepreneurial networks for mentorship, curriculum development and identifying possible participants. Impact Hub Honolulu will also make efforts to collaborate with the community colleges and all major universities to give equal opportunity to the students, faculty and staff to access the curriculum.

5. Describe the geographic coverage.

The Impact Hub Honolulu truly serves many diverse geographic regions of Hawaii including those from outside Honolulu and neighbor islands who come to have meetings, network or do diverse work on Oahu and need a place that can service all of their work needs, as well as provide a supportive community and network. A key responsibility of the team is to continue to engage participants in coworking, events, and programs from all communities in Hawaii.

The GIA funding will provide financial support to scale the REV program and allow it to provide residents of all Hawaiian islands to participate in the program.

III. 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 REV program is a comprehensive approach that encompasses a number of different theories and disciplines in entrepreneurship education. There are 6 modules that the program uses to help develop the participant's business or community project. The participants in groups, will work on their own business development through the course however each module has a theme with exercises and activities that help develop the participant’s business in that area and they will work together on helping each other develop their business. The REV program also uses the flip classroom model, where participants have to complete their readings, and homework before the meet up. During the meet up, the class is used to work on developing and polishing the theories and their business models.

For this version of the REV program, we will be partnering with BizGym foundation and procuring their proprietary online software to bolster the REV modules by providing business strategy activities that will help them develop their business model, business plan, and financial modeler. The partnership with the BizGym foundation will give the participants an incredible edge in building and testing their business plans and models.

The 6 modules for the program are below:

Week Theme	Learning Outcomes
1) Where Are You Now?	<ul style="list-style-type: none"> ● Create mission and vision statements for a business. ● Identify and describe the key components of a business including the business concept, team, funding, market positioning etc. ● Perform SWOT analysis and analyze the results of the SWOT to set SMART business development goals (BDG). ● Incorporate the leadership model from BizGym Foundation and the Story Tree Model platform

<p>2) Market Positioning</p>	<ul style="list-style-type: none"> ● Understand the components and uses of the Business Model Canvas (BMC) framework ● Understand competition, coopetition, and collaboration and know how you fit in the landscape of your market. ● Understand Customer Segmentation: who they are, what they want, and their willingness to pay. ● Use all of the above to understand and articulate your positioning in your market include value proposition, customer profiles, market description (region, sector, industry) etc. ● Incorporate the Marketing Development platform from BizGym
<p>3) Prototyping and Consumer Discovery</p>	<ul style="list-style-type: none"> ● Experience incorporating customer feedback into the business model and strategic development. ● Create and test a minimal viable product (MVP). ● Understand the value of pivoting.
<p>4) Managing Your Business & Its Finances</p>	<ul style="list-style-type: none"> ● Understand the different types of business structures and how to select the one that's right for you. ● Finalize the team structure including ownership, governance, and revenue sharing. ● Make each business legal and tax ready. ● Understand GET and how to file it. ● Understanding business credit score. ● How to track financials and use financial statements. ● Incorporate the Financial Model platform from BizGym Foundation ● Build and manage your financial model.
<p>5) Funding Sources & Pitching Your Business</p>	<ul style="list-style-type: none"> ● Understand sources of funding including the pros and cons of each. ● Build a pro forma. ● Complete a Business Pitch deck. ● Incorporate the Sales Pitch Scripts platform from BizGym Foundation
<p>6) Pitch Your Business</p>	<ul style="list-style-type: none"> ● Experience pitching to potential partners, collaborators, team members, investors etc. ● Peer to Peer feedback from subject matter experts, potential mentors and collaborators ● Reflection opportunity to digest their experience in the program, finalize their

	<p>strategy, and group share lessons learned</p> <ul style="list-style-type: none"> • Invite community members to an Action Lab, where participants receive feedback on their business model and pitch
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The scope of work, tasks and responsibilities will be broken down in four phases: Program Development and Refinement,

Phase: Program Development and Refinement, Program Preparation and Logistics, Program Execution

Scope of Work	Task	Responsibility
Meetings with Community Mentors / Partners for input into program offerings	<ul style="list-style-type: none"> • Connect with and identify corporate foundations and innovators to support as community mentors • Connect with subject matter experts / orgs to establish points of collaboration and partnerships ("teaching", mentoring, advising, etc) 	IHH to reach out via phone and email to schedule all meetings with community mentors, and potential partners
Curriculum Design for REV program cohort 1 & 2	<ul style="list-style-type: none"> • Review technology platforms (i.e., BizGym) integration into REV program/ feasibility assessment • Prepare V1 draft of curriculum • Review V1 draft of curriculum w/key stakeholders • Update additional original REV program film footage with editing for REV program • Update REV program content to incorporate interactive components • Recruit mentors, advisors, speakers / subject matter experts (SME) • Incorporate feedback on v1 draft and finalize curriculum 	These tasks and scope of work falls under the IHH to initiate all review processes, draft versions and meet with SMEs.
Develop Implementation Details for Community symposiums	<ul style="list-style-type: none"> • Community symposium outreach, marketing and planning • Develop timeline for 3 Community symposiums • Develop timeline of REV program cohort #1 and 2 	Tasks and scope of work falls under the IHH to develop all plans

Phase: Program Preparation and Logistics

Scope of Work	Tasks	Responsibilities
Develop Marketing and Content Strategy for Community symposiums, HI Soups, REV Programs	<ul style="list-style-type: none"> • Communications plan, content calendar, brand pyramid 	Task and scope of work falls under the IHH to develop all plans
Develop Recruitment Strategy	<ul style="list-style-type: none"> • Ongoing outreach / recruitment of symposium participants • Recruit past events, programs and community symposiums like HI SOUP winners into REV cohort #1 • Visit all UHCC schools and UH West Oahu, and Manoa to educate students of Empower Community Project • Review / final selection of cohort #1 participants 	Task and scope of work falls under IHH to recruit REV cohorts
Develop Logistics	<ul style="list-style-type: none"> • Ongoing scheduling location(s) and refreshments • Community symposium invitations, website, space reservation, social media outreach, run of show, purchase food and drinks, purchase supplies • Ongoing scheduling mentors, advisors, speakers / subject matter experts • Finalize all Program components including presentations, syllabus, assessment tools etc. • Procure technology platform for REV program from BizGYM 	Task and scope of work falls under IHH to figure out the logistics for the REV cohorts

Phase: Program Execution

Scope of Work	Task	Responsibility
REV program and Community Symposium Execution	<ul style="list-style-type: none"> • Launch Cohort #1 and #2 • Execute 3 Community symposiums • Deliver all 6 REV program modules over 24 weeks for each cohort • REV program Mentoring • REV program Professional Developments • Cohort Action Cafe (Final Module) 	IHH to deliver the REV program to six to ten teams per cohort.

Phase: Review & Design

Scope of Work	Task	Responsibility
REV program Internal Review and Survey	<ul style="list-style-type: none"> Review all cohort feedback forms for each cohort Discuss internally how to incorporate applicable feedback to program Curriculum Design Incorporating Feedback 	IHH to provide a fair opportunity for participants to give feedback and improve the program to better fit the needs of starting businesses in Hawaii. IHH is responsible for designing and delivering the feedback forms.
Community symposium Review	<ul style="list-style-type: none"> Review post event with internal team all feedback forms and how to incorporate constructive feedback Incorporate next steps into a follow up actionable items for participants 	Hui the design team together to incorporate all feedback after the completion of the symposiums and follow up on action items.

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

	Fiscal Year 2020	Q0	Q1	Q2	Q3	Q4	Q5	Q6
FUNDRAISING								
	Grant In Aid	X						
COMMUNITY SYMPOSIUMS								
	Community Symposiums		X		X		X	
REV CURRICULUM								
	Curriculum Development / Planning		X					
	Cohort 1			X	X			
	Curriculum Review / Improvements					X		
	Cohort 2						X	X

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

The Impact Hub Honolulu has learned from two years of executing 500 programs and events from the initial ProtoHUB Honolulu stages and up to the current. We have learned that the Hub staff who interact with the community are the best ones to help tailor the programs with the Subject Matter Experts and educators. We do this with a framework that helps us monitor the content's applicability and pertinence to the startup community. After every program and event each attendee fills out an online anonymous survey that provides the Hub and the educator an evaluation and feedback on how to improve. This way we develop an understanding for what the community desires and responds favorably to.

Following this model, after successfully executing the REV program for the UHCC system we took data points in the form of feedback forms and conversations to tweak the program to better serve the participants and the outcomes for future modules. After every single module, we provide a quick feedback form to engage the participants and improve our offerings. Below are examples of the questions asked:

Please help us by sharing some of your insight into the assessment questions below. We are always trying to improve and your feedback and collaboration is instrumental to do so!

What worked for you so far?

What was your main take-away from this week?

What was your least favorite part?

What would you change & how?

Additionally, we provide a more in-depth and detailed survey for the participants to fill out after the finishing the REV course. The last final survey that we used is listed below as an example:

CONGRATS on completing the first REV Program! You were a great cohort and we thank you for completing these questions as thoroughly as possible so we can make the program even stronger. Mahalo!!

- 1. Which content of the program do you remember most? Why?*
- 2. What content of the course could have been left out completely?*
- 3. What content was the most dry, but you still found it valuable? What could we do to improve it?*
- 4. What were the most valuable 3 things you learned?*

5. *What did you like about being in a virtual classroom?*
6. *What did you not like about being in a virtual classroom?*
7. *Would you have signed up for the course if you knew that if you missed 2 classes, even due to technical difficulties, you would have to leave the cohort?*
8. *What percentage of the prep content did you actually watch on a weekly basis?*
9. *If you were paired with another team as a mini-cohort within the Program and it was mandatory to meet together for each workshop, would this increase your participation?*
10. *What else could the program require in order to maximize participation in the prep content and 4 hour workshops?*
11. *Would you like to see this as a for-credit class? Why or why not?*
12. *Would you change the frequency of meetings (once/6 weeks)? The class length (4 hours)?*

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.

The Measure of Effectiveness (MOE) that the Impact Hub Honolulu will use for the REV program are as follow:

Measures of Effectiveness

Number of Applicants:	Applicants that apply to be a part of the REV program. This measure will measure the effectiveness of the outreach and marketing efforts.
Number of Participants:	Participants who are selected in the REV program. The optimal number of participants for each cohort is 6-10 teams. One major lesson learned from the previous cohorts is that the biggest benefit comes in the form of one-to-one mentorship, which takes a lot of time and energy.
Number of Participants Completing the REV program:	Participants who start the cohort and then complete the REV program.

Six Month Check Up:	The hardest part of starting a business is continuing it in the early stages. This MOE is measuring the number of participants that are pursuing to build their project after six months of finishing the REV program.
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IV. Financial

Budget

1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
 - a. **Budget request by source of funds (Link)**
See Attachment: Page6_Budget Request by Source of Funds
 - b. **Personnel salaries and wages (Link)**
See Attachment: Page7_Personnel Salaries and Wages
 - c. **Equipment and motor vehicles (Link)**
Not Applicable. Impact Hub does not require any equipment or motor vehicles for this GIA application.
 - d. **Capital project details (Link)**
See Attachment: Page9_Capital Project Details
 - e. **Government contracts, grants, and grants in aid (Link)**
See Attachment: Page10_Government Contracts, Grants, and GIA
2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2020.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$62,000	\$34,000	\$25,000	\$22,570	\$143,570

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2020.

There are no other sources of funding that the Impact Hub Honolulu is seeking in 2020 at this time.

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.

There are no other state or federal tax credits that have been granted to the Impact Hub Honolulu in the past three years nor has the Impact Hub Honolulu applied for any tax credits and nor does the Impact Hub Honolulu anticipate applying for any capital project.

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 2020 for program funding.

The Impact Hub Honolulu received a Grant In Aid for the startup of its new location at 1050 Queen Street Suite 100, Honolulu HI 96814 for the Fiscal Year 2016 of total sum of \$332,500.

The Impact Hub Honolulu won a competitive contract to develop the REV Program for the University of Community Colleges system in the Fiscal Year 2016 for a total sum of \$104,685.82

6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2018.

The Impact Hub Honolulu has the following unrestricted assets:

\$40,000 in office and modular furniture

\$5,000 in office equipment including industrial printer, desktop printer, filing shelves, cabinets and work tables

V. 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.

Impact Hub Honolulu is a coworking, meeting, event, office, and community space designed to build community and make impact. We are part of a network of 104 Impact Hubs around the world with over 15,000 members. We believe that building a vibrant, diverse, and active community creates space where members support one another by lending time, leading workshops, hosting events, expressing themselves through art, providing funding and mentorship, launching companies, and exploring the future. Our motto: "Coworking is the better way. Build community. Make impact."

The Impact Hub Honolulu team core members are George Yarbrough, Nam Vu, Meeta Vu, Anne Weber and Chenoa Farnsworth. Together the team has the skills, abilities and knowledge to draw on to develop a valuable entrepreneur program to the start up community. Already the team at Impact Hub Honolulu hosts events and programs that help build the core competencies and skills for entrepreneurs. Events and programs such as Taxes 101 for startups, Made in Hawaii (a networking and inspirational talk story event modeled after the wildly popular National Public Radio podcast called How I Built This), Freelancers Lunch where freelancers of the community bring subject matter experts to discuss best practices, HI Soup (a micro granting dinner to help fund local startups and community projects), and others.

Below is a breakdown of the personal and technical skills that the team can bring:

George Yarbrough

George Yarbrough is an entrepreneur and founder of Impact Hub Honolulu and Laulea Engineering. Both companies strive to make a better Hawaii. His responsibilities for both include operations, marketing, strategic business development, network and business development, and getting done what needs to be done. His time is now focused on Impact Hub where his mission is to create a safe place where innovation, collaboration, and growth can happen for all sector startups.

George designed and delivered the first pilot REV program for the UHCC system with 10 teams and 12 participants. After a successful pilot George helped design the course for Kapiolani Community College Business, Legal and Technology center. George has also brought the Art of Hosting to Hawaii for the first time in 2013 and is one of few certified apprentices to deliver the Art of Hosting facilitation in Hawaii.

George's mission for Laulea Engineering is excel the level in which Hawaii treats and disposes its wastewater. His past professional experience is tied to the public health sector. First, he was with Operation Smile, a global charity that gives free surgeries to those who suffer with cleft lip and cleft palates. George started as a global coordinator and then moved into managing the Africa and Middle East programs. He then moved into the medical team response research field working with the US Department of Defense Center at the Center for Excellence. He graduated from the University of British Columbia with a focus on economic geography and a minor in economics.

George is an Omidyar Fellow with the Hawaii Leadership Forum in cohort 6. He is dedicated to making Hawaii a better place through the Impact Hub Honolulu and his leadership engagements.

Nam Vu

Nam has been in technology for 38 years starting with his first computer: a Commodore VIC-20 with an audio cassette data drive. Nam is the founder of ShakaNet, a guest Internet service provider for most of the major airports and many hotels in Hawaii. While traveling the world with

his family for 15 months, he utilized many coworking spaces and recognized the need for such spaces, with amazing Internet, in Hawaii. He returned looking for a coworking space to get involved with and became Impact Hub Honolulu's first angel investor. An entrepreneur at heart, Nam is passionate about helping other impact makers succeed. Nam is also a local angel investor.

Anne Weber

Anne is an educator, state teacher fellow, and a columnist passionate about creating and sustaining impactful communities. She also serves on the Advisory Council for the Native Alliance Initiative for Teach for America nationally and taught elementary school in Waianae for four years upon moving to Hawaii. Prior to education, Anne was an executive recruiter for Fortune 250 companies, and a corporate recruiter in the online media space in Los Angeles. A graduate of Loyola Marymount University, Anne holds dual degrees in Economics and Philosophy.

Chenoa Farnsworth

Chenoa has more than 15 years experience in business strategy and venture investing. She is the managing director of Blue Startups, Hawai'i's only venture accelerator. Farnsworth also manages the Hawaii Angels investment network. She is the founder of HI Impact – an impact investment and social entrepreneurship organization launched in 2010. In 2006, she co-founded Kolohala Ventures, a Hawai'i-based venture capital firm that invested \$50 million into Hawai'i-based technology start-ups. Prior to that she provided strategy development and business planning consultation for start-up companies and high-growth businesses through her company Farnsworth Consulting. She has held positions in health policy and legislative affairs in Hawai'i and Washington D.C. Farnsworth has served as chair of the Women's Fund of Hawai'i, Director of the Hawaii Women's Business Center and judge and coach for the University of Hawai'i business plan competition.

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 REV program will be housed at the Impact Hub Honolulu and each participant will be given Unlimited Memberships at the Impact Hub Honolulu. This way they have the ability to work alongside other startups and take advantage of the networking and events that are at the Impact Hub. Additionally, the participants will be able to connect to the global network of over 15,000 other entrepreneurs at the 104 other Impact Hubs. This is an invaluable opportunity for the REV participants to connect and learn from a plethora of other socially minded impact makers around the world.

VI. 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.

The REV program will be a team effort for the Impact Hub Honolulu where the entire team will be called upon for support and brainstorming. However George Yarbrough will be the Program Director and Anne Weber will be the ones to focus on the development and execution of the program.

George Yarbrough- Co Director for the Impact Hub Honolulu

George Yarbrough is a serial entrepreneur and consultant based out of Honolulu, Hawaii. He has diverse experience in building an organization and managing all aspects of programs including training and management of staff. George co founded and provided business development for a boutique local firm, Laulea Engineering. George also consulted for the Hawaii Department of Health in numerous state exercises planning, exercise execution and plan drafting. George has worked with the Department of Defense (DOD) Pacific Command (PACOM) as a Global Health Analyst for the Center of Excellence (COE) now known as the Center for Excellence, where he worked closely with the different PACOM component commands in spearheading and producing public health initiatives globally. He also spent numerous years working in public health in Latin America, the Middle East and Africa implementing surgical and nurse education programs for Operation Smile Inc.

As mentioned, George designed and delivered the first pilot REV program for the UHCC system with 10 teams and 12 participants. After a successful pilot George helped design the course for Kapiolani Community College Business, Legal and Technology center. George has also brought the Art of Hosting to Hawaii for the first time in 2013 and is one of few people certified apprentices to deliver the Art of Hosting facilitation in Hawaii.

George is an Omidyar Fellow with the Hawaii Leadership Forum in cohort 6. He is dedicated to making Hawaii a better place through the Impact Hub Honolulu and his civic engagement.

Anne Weber - Community Director

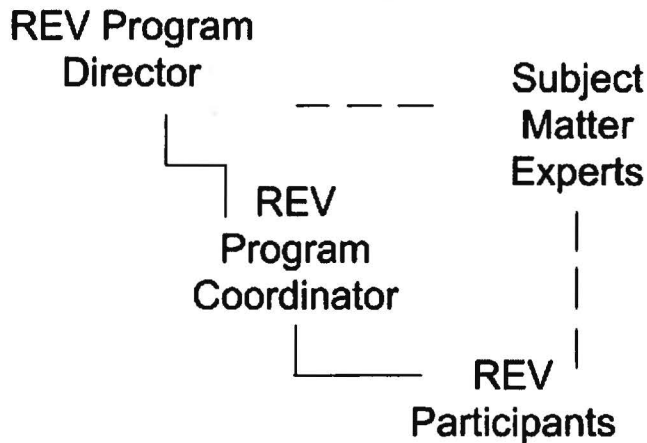
Anne is an educator with extensive experience in curriculum and classroom development. Trained by Teach For America and working in the Department of Education, Anne is a passionate and successful educator. Anne continues to spearhead the adult learning programs at the Impact Hub Honolulu with the 175+ programs that are delivered at the Impact Hub Honolulu. Anne has also taken the initial trainings for the Art of Hosting techniques to help with

group facilitation.

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.

Below is an organizational chart that exemplifies the command structure for the REV Program.



3. Compensation

The applicant shall provide an annual salary range paid by the applicant to the three highest paid officers, directors, or employees of the organization by position title, not employee name.

Position	Annual Salary
REV Program Director	\$60,000
REV Program Coordinator	\$40,000

VII. 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.

Not Applicable

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.

Anne Weber is licensed under the Hawaii State Department of Education, Hawaii Teacher Standard Board

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.

Impact Hub Honolulu will not directly support or benefit a sectarian or non-sectarian private educational institution any more than any other institution or individual in the State of Hawaii.

4. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2019-20 the activity funded by the grant if the grant of this application is:

(a) Received by the applicant for fiscal year 2019-20, but

If the GIA is received in the fiscal year 2019-2020 then it will be used to support the Human Resources so that the REV program can be developed and built to a point where it has data points and momentum to be sustaining based on other forms of revenue.

(b) Not received by the applicant thereafter.

Eventually the Impact Hub Honolulu would like to charge for admission into the REV program a small fee so that there is a sense of buy in and commitment from the participants. The appropriate amount of the fee is yet to be discussed.

Secondly, we want local corporations to support the future cohorts of this program. Impact Hub Honolulu currently has a group of corporate Impact Partners such as American Savings Bank, Ameresco, Airbnb, Centurylink, Uluono, HPU, Elemental Exceleator that have a role in mentoring and sponsoring programs at the Impact Hub Honolulu. The idea is to commit resources to the further development and success of the REV program with the help of the GIA and use its successes to have local corporations support future cohorts of the REV program.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2019 to June 30, 2020

App

Impact Hub Honolulu LLC

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	100,000	0	0	0
2. Payroll Taxes & Assessments	8,612	0	0	0
3. Fringe Benefits	12,960	0	0	0
TOTAL PERSONNEL COST	121,572	0	0	0
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	5,000	0	0	0
2. Insurance	0	0	0	0
3. Lease/Rental of Equipment	0	0	0	0
4. Lease/Rental of Space	0	0	0	0
5. Staff Training	3,000	0	0	0
6. Supplies	750	0	0	0
7. Telecommunication	0	0	0	0
8. Utilities	0	0	0	0
9 Technology	13,248	0	0	0
10				
11				
12				
13				
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15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	21,998			
C. EQUIPMENT PURCHASES	0			
D. MOTOR VEHICLE PURCHASES	0			
E. CAPITAL	0			
TOTAL (A+B+C+D+E)	143,570			
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	143,570	George Yarbrough	808 754 6362	
(b) Total Federal Funds Requested	0	Name (Please type or print) Phone		
(c) Total County Funds Requested	0	January 15, 2019		
(d) Total Private/Other Funds Requested	0	Signature of Authorized Official Date		
TOTAL BUDGET	143,570	George Yarbrough, Co Founder and Co Director Name and Title (Please type or print)		

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2019 to June 30, 2020

Applicant: Impact Hub Honolulu _____

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Not Applicable			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				

JUSTIFICATION/COMMENTS:

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
Not Applicable			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				

JUSTIFICATION/COMMENTS:

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2019 to June 30, 2020

Applicant: Impact Hub Honolulu

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: 2017-2018	FY: 2018-2019	FY:2019-2020	FY:2019-2020	FY:2020-2021	FY:2021-2022
PLANS	0	0	0	0	0	0
LAND ACQUISITION	0	0	0	0	0	0
DESIGN	0	0	0	0	0	0
CONSTRUCTION	0	0	0	0	0	0
EQUIPMENT	0	0	0	0	0	0
TOTAL:	0	0	0	0	0	0
JUSTIFICATION/COMMENTS:						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Impact Hub Honolulu

Contracts Total: 437,186

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1	Grant In Aid	FY 2016		State	332,500
2	University of Hawaii Community College, REV Program	FY 2016		State	104,686
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