

**THE THIRTIETH LEGISLATURE
APPLICATION FOR GRANTS
CHAPTER 42F, HAWAII REVISED STATUTES**

Type of Grant Request:

Operating Capital

Legal Name of Requesting Organization or Individual: Db:

Aloha Harvest

Amount of State Funds Requested: \$ 500,000

Brief Description of Request (Please attach word document to back of page if extra space is needed):

Aloha Harvest is the only large-scale food rescue organization in the State of Hawaii. We rescue approximately 1.5 million pounds of quality excess food annually, and over 23 million pounds in the past 20 years. We maximize Hawaii's limited resources by diverting food from the waste stream, and redistributing it throughout the community to serve the needs of the poor, hungry, and homeless. This request is to replace/supplement our aging fleet of refrigerated vehicles to ensure operational continuity, increase organizational capacity, and align with the State's 2050 Sustainability Plan.

Amount of Other Funds Available:

State: \$ _____

Federal: \$ _____

County: \$ _____

Private/Other: \$ 250,000 (pending)

Total amount of State Grants Received in the Past 5 Fiscal Years:

\$ 280,000

Unrestricted Assets:

\$ 425,376

New Service (Presently Does Not Exist): Existing Service (Presently in Operation):

Type of Business Entity:

- 501(C)(3) Non Profit Corporation
 Other Non Profit
 Other

Mailing Address:

3599 Waialae Avenue, Suite #23

City: Honolulu State: HI Zip: 96816

Contact Person for Matters Involving this Application

Name:
"Phil" Augustus Acosta

Title:
Executive Director

Email:
phil@alohaharvest.org

Phone:
(808) 208-4307

Federal Tax ID#:

State Tax ID#


Authorized Signature

"Phil" Augustus Acosta/Executive Director
Name and Title

1/17/2020
Date Signed

received
1/17/2020

12:55 pm

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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

"Phil" Augustus Acosta / Executive Director
PRINT NAME AND TITLE

1/17/2020
DATE

Application for Grants

If any item is not applicable to the request, the applicant should enter "not applicable".

I. Certification – Please attach immediately after cover page

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

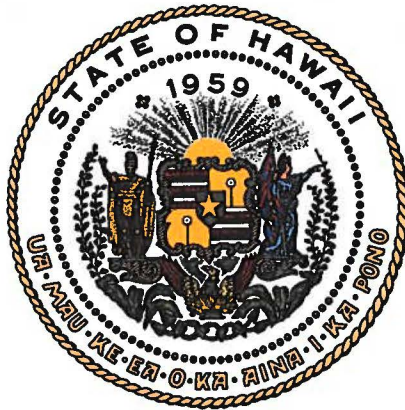
If the applicant is an organization, the applicant shall submit one (1) copy of a certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2019.

2. Declaration Statement

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

3. 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](#))



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

ALOHA HARVEST

was incorporated under the laws of Hawaii on 08/26/1999 ; 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 15, 2020

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.

Aloha Harvest

(Typed Name of Individual or Organization)


(Signature)

1/17/2020

(Date)

"Phil" Augustus Acosta

(Typed Name)

Executive Director

(Title)



January 17, 2020

To: Representative Scott Y. Nishimoto
State of Hawaii House of Representatives, District 21
415 South Beretania Street, Room 421
Honolulu, Hawaii 96813

Subject: State Grant-In-Aid

Dear Representative Nishimoto,

This letter is to verify that the funds requested through this GIA will be used for public purpose pursuant to Section 42F-102, Hawaii Revised Statutes.

Aloha Harvest is the only large-scale Non-Profit organization conducting food rescue in the State of Hawaii. We rescue approximately 1.5 million pounds of quality excess food annually, and over 23 million pounds in the past 20 years. We maximize Hawaii's limited resources by diverting food from the waste stream and redistributing it throughout the community to serve the needs of the poor, hungry, and homeless throughout Oahu.

This request is to replace/supplement our aging fleet of refrigerated vehicles to ensure operational continuity, increase organizational capacity, and align with the State's 2050 Sustainability Plan. If our fleet becomes inoperable, or the expenses for repairs and maintenance becomes cost-prohibitive, this will significantly affect our ability to continue providing this free service to over 1,000 food donors, 300 receiving agencies, and more than 56,000 individuals and families who are food insecure.

I will be the Point-of-Contact for our grant proposal. Please let me know if you have questions or need clarification regarding the request. Thank you very much for your continued support of Aloha Harvest and our mission.

Sincerely,

"Phil" Augustus Acosta
Executive Director
phil@alohaharvest.org
(808) 208-4307

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;

MISSION – Aloha Harvest (AH) has a mission to “rescue and deliver quality, excess food to help feed the needy, hungry, and homeless in Hawaii.” We collect food that would otherwise be discarded and deliver it – free of charge – to charitable social service agencies that feed the hungry on Oahu.

HISTORY – Established in 1999, AH is the only large-scale food rescue organization in Hawaii. We have cultivated one of the most successful, longest-standing cross-sector network of food donors and nonprofit agencies in the state, and over the course of 20 years, have rescued over 23 million pounds of food, diverting it from our landfills, and redistributing to thousands of individuals and families in need.

ORGANIZATION OVERVIEW – AH plays a critical role alongside food banks and food pantries in the fight against hunger, yet differs in significant ways:

- **Facilities:** Unlike food bank organizations, AH does not have a warehouse. We have three refrigerated vehicles that pickup and deliver food on the same day. No food storage is required thereby reducing our operating and overhead costs.
- **Food in damaged packaging:** Food bank organizations are prohibited from distributing food in damaged packaging, a policy of Feeding America, the umbrella organization for food bank organizations across the nation. AH accepts a large volume of quality food in damaged packaging.
- **Free-of-charge:** Food banks both purchase and receive donated non-perishable food and charge a nominal fee per pound to nonprofit organizations. AH does not purchase any food, and all rescued food is donated and delivered free-of-charge to nonprofit agencies that feed the hungry – thereby helping them “stretch” their budgets.

The agencies we work with have a wide range of needs: those with food pantries, like Helping Hands Hawai‘i and St. Rita’s Church request only non-perishable foods; many like the St. Elizabeth’s Episcopal Church and Child and Family Services, serve hot meals and request prepared food; some agencies serve less than ten individuals at a time, like Women in Need and Mental Health Kokua; and other agencies serve thousands, like Sacred Heart Outreach and Ohana, Family of the Living God. We have built strong relationships with our partner agencies and are therefore aware of their needs and capacity to receive/distribute the donated food. We adjust our schedule and operations accordingly.

2. The goals and objectives related to the request;

There are three primary goals with associated objectives related to this request:

Goal #1: Continuity of Operations (Waste Less, Feed More)

To ensure the continued smooth operation and availability of what is the only large-scale food rescue operation in the State. For this we need to replace our current fleet of two refrigerated trucks as they are near the end of their useful life, having accumulated over 200,000 miles. Replacing these vehicles before they begin to have reliability or service issues will ensure the smooth and uninterrupted operation of our fleet while keeping maintenance costs under control. Aloha Harvest supplies on average 1.7 million lbs. of fresh food to feed the hungry on Oahu. This represents a significant portion of the estimated 15 million lbs. of food that is currently supplied to feed the needy on Oahu. Given our focus on rescuing fresh food, discontinuation of operations would also result in a substantial portion of food going to waste since storage would not be an option. This would impact the environment as much of this food would likely go to straight into our landfill.

- **Objective 1.1:** Replace current fleet of two 16-ft. refrigerated trucks.
- **Objective 1.2:** Ensure continuity of services and maintain same level of food rescued (1.7 million lbs.) as in FY 2019-20.

Goal #2: Scale-Up Operations (Increase Impact & Expand Reach of Food Rescue Operations)

To enable us to scale-up operations to take advantage of new opportunities. The purchase of an additional refrigerated van will enable us to accommodate food donations from new or large-scale donors such as the Hilton Hawaiian Village, Honolulu Coffee Company, State Dept of Safety (OCCC, WCCC), and various military installations (Fort Shafter, Joint Base Pearl Harbor and Hickam).

- **Objective 2.1:** Acquire refrigerated van
- **Objective 2.2:** Rescue food and divert from landfill, increase by 10% over previous fiscal year (approximately 1.87 million pounds)
- **Objective 2.3:** Provide rescued food to 10% more recipients (61,600 unduplicated individuals)
- **Objective 2.4:** Increase # of nonprofit/social service agencies by 25 to 196 total (a 15% increase over previous fiscal year)
- **Objective 2.5:** Secure 37 new donors (food and financial donors, 15% increase over previous fiscal year)
- **Objective 2.6:** Recruit, train, and retain 20 new volunteers (assist with general operations, special/recurring events, food rescue, etc.) 600% increase over previous fiscal year.

Goal #3: Work Towards Sustainability (Reduce/minimize the effects to the environment)

AH would like to shift towards a more green/eco-friendly fleet. We will explore options with new vehicles that are more efficient and/or utilize alternative energy, with low/no emission (e.g. EV, hydrogen, hybrid) to be more aligned with our mission of reducing the impact to the environment, while also enabling us to run an even leaner and more cost-effective operation.

- **Objective 3.1:** Convert current fleet to energy efficient vehicles

- **Objective 3.2:** Reduce overall carbon footprint (e.g. fuel consumption, emissions, other measures)

3. The public purpose and need to be served;

HUNGER – In Hawaii, 161,270 people are struggling with hunger (1 in 9 people) and 53,540 of them (1 in 6) are children.¹ This represents 16.7% of households that are food insecure.² They lack a reliable and safe source of nutritious food. Not surprisingly, the majority of the food insecure are on the most populous island of Oahu. More than one in seven, or over 14% of Oahu residents are food insecure (over 130,000 people).

According to data from “Hunger in Hawaii”, the need for food is greatest among: 22% of children; 36% of Native Hawaiian and Pacific Islander households; and 11% of persons 60 and older.³

FOOD WASTE – While people are going hungry, we are wasting an enormous amount of food. A study published in 2015 estimated that Hawaii wasted 237,000 tons (474 million lbs.) of food per year, or more than 26% of the available food supply. That equates to approximately 333 pounds of food wasted per person per year. The estimated cost of all that wasted food is \$1 billion. From the consumer’s perspective, food waste is costing every Hawaii resident \$698 a year, or nearly \$2 a day, adding to one of the highest costs of living in the nation.⁴

PUBLIC HEALTH – Feeding the hungry is also a quality of life issue and a public health concern. Adults and children subject to food insecurity are at greater risk of adverse health outcomes, including behavioral health and developmental issues, along with chronic diseases (e.g. diabetes, high blood pressure, heart disease). This has significant consequences for the community at large in terms of lost productivity, imposing a burden on the healthcare system, and other indirect costs.

ENVIRONMENT - More than 26% of the local food supply (an estimated 474 million lbs. or 237,122 tons) is thrown away each year (4). This food rots under anaerobic conditions, producing methane, a greenhouse gas that is 25 times more potent than carbon dioxide. In the fiscal year ending in June 2019, AH diverted over 1.7 million lbs. of quality food from going to Waimanalo Gulch, the only landfill on the island for municipal solid waste. This landfill has capacity to serve for only 15 more years, and there is strong opposition from Waianae residents to its continued use.

FOOD SECURITY - Hawaii imports 85%-95% of its food, and this makes the state vulnerable to events such as natural disasters, shipping strikes, or geopolitical events that disrupt the food supply. Moreover, Hawaii is the most isolated population center in the world, so imported food is costly in terms of food miles as the closest landmass (California) is roughly 2,400 miles away.

¹ Feeding America, Map the Meal Gap 2016, accessed on the web at www.feedingamerica.org/mapthegap.

² Hawaii Health Matters, “Food Insecurity Among Households”, Hawaii Department of Health, August 2015.

³ Hunger in Hawaii, Hawaii Community Foundation, Fall 2016.

⁴ Loke MK, Leung P, Quantifying food waste in Hawaii’s food supply chain, Waste Management & Research December 2015 vol. 33 no. 12 1076-1083.

One way to increase food security is to waste less and recover the 26% of the local food supply that is thrown away each year. By diverting the excess food and redistributing it where there is need, we increase food equity and accessibility.

4. Describe the target population to be served; and

Aloha Harvest's 170+ nonprofit partners (receiving organizations) serve over 56,000 individuals each month including:

- 22% homeless
- 36% unemployed
- 46% Native Hawaiians and Pacific Islanders
- 29% children
- 16% seniors
- 10% challenged with mental illness, substance abuse or physical and/or mental disabilities.

Many of the groups we serve suffer not only from food insecurity but also related health issues. The Native Hawaiian population, for example, exhibits a higher prevalence per 1,000 than the general population of the State of Hawaii for eight diseases: arthritis, asthma, diabetes, high blood pressure, hypertension, cancer, heart disease, lung disease, and stroke⁵ and Native Hawaiians have an age-adjusted death rate (per 100,000) due to diabetes of 38.8 compared with 16.3 in the general population of the State of Hawaii.⁶

5. Describe the geographic coverage.

The food we deliver serves communities across Oahu:

- Honolulu (63.8%)
- Waianae/Leeward (16.5%)
- North Shore (11.8%)
- Windward (5.1%)
- Central (2.8%)

The majority of food donations* come from urban Honolulu and Central Oahu:

- Honolulu (64.3%)
- Central (15.1%)
- Waianae/Leeward (10.5%)
- North Shore (5.6%)
- Windward (4.5%)

*Volume by weight

⁵ Office of Hawaiian Affairs 2015 Native Hawaiian Fact Sheet

⁶ Johnson DB, Oyama N, LeMarchand L, Wilkens L. Native Hawaiians mortality, morbidity, and lifestyle: comparing data from 1982, 1990, and 2000. Pacific Health Dialog 2004; 11:120-130

Applicant Aloha Harvest

We have plans to increase our coverage in areas with significant populations that are food insecure such as Waianae and Waimanalo, as well as to expand our services to other islands such as Hawaii Island, Maui, and Kauai in 2022 and beyond.

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;

To accomplish our main program objectives of continuing and scaling up operations, we will focus on increasing the following:

- Amount of food rescued (lbs./tons)
- Number of individuals served
- Number of nonprofit agency partners
- Number of food donors
- Increase in volunteersism

TIMELINE (as of July 1, 2020 or start date determined by designated State agency)

In the next 30-90 days, Aloha Harvest will:

Hire and onboard a Data & Marketing Specialist to support operations, socialize our mission and programs, and scale-up recruiting of donors and partner agencies.

In the next 8-24 weeks, AH will:

Continue with market research and identify an application developer and/or technology platform that will allow us to utilize volunteer drivers while providing increased capabilities to track and report relevant, real-time data. As the supply of recoverable food and the demand from food insecure people increases, and as our operational budget allows, we will bring on an additional 0.5 - 2FTE Driver (or Driver's Helper) to supplement our field operations.

In the next 6-12 months, AH will:

Launch a new technology platform and marketing efforts to recruit, train, and deploy volunteer drivers throughout the community. This will allow the existing AH fleet to refocus on larger pickups and distributions, optimizing the use of our limited resources. It will also increase impact in the community. See attachments for more information. In addition to sustaining and growing our current food rescue operation which has been in existence for 20 years, this new initiative will increase our capacity and improve outcomes:

- Our staff and volunteers will use a cloud-based mobile app to optimize scheduling and communicate directly with donors and agencies. This model is being used by other food rescue nonprofits across the country. It will help us to expand our coverage, scale-up operations, and increase efficiency. The crowd-sourced food rescue operation will be fully integrated with the existing food rescue operation that relies on our refrigerated trucks and van. This "multi-modality" approach will enable us to increase efficiency by focusing our fleet on longer haul routes, picking up and delivering larger quantities, and

conducting more regular schedules, while crowd-sourced food rescue focuses on shorter trips, smaller quantities, and flexible real-time scheduling.

- Leveraging technology to better track and report data. We will also revisit our data sharing agreement with donors and partners to provide us with more accurate and relevant information. This will allow us to make data-driven decisions that help to optimize our network, offer services where they are most needed, and improve the quality of food that we offer.

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

The table below depicts the timeline of all activities of our food rescue operations and the 'aiRescue implementation. The specific items marked () indicate the activities directly related to this grant request.*

Activity (What)	Time frame (When)	Leadership (Who)	Outputs, Performance measures and Indicators (How are we doing?)
<p>1. Market research/comparison pricing*</p>	Jul – Sep 2020	Phil Acosta (AH Executive Director) – Primary Wally Marciel (BOD Member) – Secondary Mele Pepa Latu (Operations Manager) - Secondary	<p>1. Deliverables* Multiple quotes (if available) Purchase contract</p>
<p>2. Systems Development – establish application & program requirements, use-case scenarios, project timeline & deliverables for the new technology platform.</p>	Jul – Sep 2020	Phil Acosta – Primary Project Manager (Contractor, TBD) – Primary Project Manager (AH Volunteer, TBD) - Primary Leslie Pyo (AH Community Resource Coordinator) – Secondary Mele Pepa Latu - Secondary	<p>2. Deliverables: Engagement Contract System Requirements Project Timeline Project Budget</p>
<p>1. Shipping, Customization, Documentation*</p>	Oct – Dec 2020	Mele Pepa Latu (Operations Manager) - Primary	<p>1. Deliverables* Vehicle(s) w/ the following: Registration Permits & decals Customized features Branding/Graphics</p>
<p>2. Communications, Marketing, Training – develop a strategy to socialize AH mission and how we will scale operations/increase impact w/ the new IT platform. Also establish process and materials to recruit, train & manage a robust volunteer base.</p>	Oct – Dec 2020	Leslie Pyo – Primary Data & Marketing Specialist (AH, TBD) - Primary Mele Pepa Latu – Secondary Phil Acosta - Secondary	<p>2. Deliverables: Communications & Marketing Plan Volunteer Recruitment Strategy Training Schedule & Materials</p>

1. Fleet rollout	Jan 2021	Drivers	1. Deliverables Documented use of fleet (mileage/fuel log, R&M schedule, pictures, etc.)
2. `aiRescue Pilot (Phase I rollout) – beta/trial release limited to specific regions and/or user base.	Jan – Apr 2021	Project Manager (Contractor) – Primary Project Manager (AH Volunteer) – Primary Data & Marketing Specialist (TBD) - Primary Phil Acosta – Secondary Leslie Pyo – Secondary Mele Pepa Latu – Secondary	Deliverables: Increased amount of food rescued New community partnerships (donors, agencies) Increased volunteerism # of registered & active users
Evaluation – assess progress to date and determine steps to successful project completion.	May 2021	Leslie Pyo – Primary Data & Marketing Specialist (TBD) – Primary Phil Acosta - Secondary Mele Pepa Latu - Secondary	Deliverables: Donor, Agency, Volunteer Feedback Lessons Learned (Project Team)
Phase II Rollout (island wide?) – based on outcomes of the pilot phase, establish strategy to expand geographical reach and train/onboard new users.	Jun 2021	Leslie Pyo – Primary Project Manager (TBD) – Primary Phil Acosta - Secondary Mele Pepa Latu - Secondary	Deliverables: Increased amount of food rescued New community partnerships (donors, agencies) Increased volunteerism # of registered & active users

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

To monitor the effectiveness of our work, we currently record the pounds of food rescued, the number of businesses that contribute food, the number of social service agencies that we work with to feed the hungry, and the number of deliveries we make. We track and summarize the volume of food and number of deliveries we make on a monthly, semi-annual, and annual basis to assess the efficiency and impact of our operations. We also track the community where we pick up food and the community where the food is distributed. This helps us see the areas where the need is increasing or decreasing over time, as well as to identify the most efficient routes for our trucks and areas where there may be more donors whom we can recruit to join our efforts. The new IT platform will enhance our operations with the ability to monitor real-time data and allow the Aloha Harvest team to be more responsive. The ability to track and report granular data (e.g. product mix, pickup/travel/delivery times, estimated cost savings, estimated reduction in CO2/methane) in to maximize efficiencies. The eventual goal is to shift towards predictive analytics, allowing us to be proactive and capitalize on opportunities while minimizing risks.

The AH Project Team will implement the following measures to facilitate open communications, continually monitor progress, and ensure quality outcomes for the proposed services:

- Daily supervision & mentoring by Community Resource Coordinator (volunteers, partner agencies) and Operations Manager (AH field staff, donor agencies)

- Weekly status meeting with Operations staff to monitor progress, address issues, recommendations & changes
- Monthly data check & reporting of program outcomes; deduplicate records, monitor data quality reports
- Schedule in-service or professional development opportunities, preferably quarterly or as the budget allows
- Internal/external evaluation (lessons learned) to ensure compliance, quality outcomes, and facilitate process improvement (mid-point and end of project period)

Our agency partners provide us with information about the individuals who benefit from the rescued food. We ask them to complete a survey of the number of individuals they serve and to provide their demographic characteristics. This information is summarized at the end of every fiscal year and calendar year. We will explore implementing a new data sharing agreement and ways to improve the data collection process. Additionally, the new platform will allow for real-time feedback from all users (drivers, volunteers, donors, receiving agencies, etc.)

Our nonprofit partner agencies also provide us with qualitative feedback on how the food assisted their clients in need of support. The following are samples of comments we have received:

- Friends of Diamond Head Clubhouse: “All of our patrons have a severe and persistent mental illness, as well as live below the poverty level with very limited incomes. The food donations that are provided through Aloha Harvest have been an invaluable support. Last year we provided an average of more than 400 meals every month to our clubhouse members.”
- Gregory House: “It’s the prepared food that your agency provides that warms the hearts of all of our clients. Your food items have provided many meals for those that have not been well enough to get out of bed and make a meal on their own.”
- Marimed Foundation, Kailana Program: “Our residential treatment program helps severely at-risk adolescents; our vocational program prepares unemployed adult males and females for the workforce. The food and refreshments supplied by Aloha Harvest have a big impact on each participant’s learning, overall health, and success.”

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.

- **Acquire (2) replacement refrigerated box trucks**
- **Acquire (1) additional refrigerated cargo van**
- **Pounds of food rescued: 1.87 million pounds of food (10% increase over previous fiscal year).**

Applicant Aloha Harvest

- **Number of individuals served:** 61,600 unduplicated individuals (10% increase).
- **Number of nonprofit agency partners:** 196 total (a 15% increase over previous fiscal year). Multiple sites of the same agency will be counted separately.
- **Number of food and financial donors:** 37 new donors (food and financial donors, 15% increase over previous fiscal year).
- **Number of volunteers:** 20 new volunteers (600% increase over previous fiscal year).

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](#))
 - 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](#))

***See attached forms**

2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2021.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$50,000	\$375,000	50,000	\$25,000	\$500,000

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2021.

City & County of Honolulu Grant-In-Aid: \$125,000
First Hawaiian Bank Foundation: \$75,000
Hau`oli Mau Loa Foundation: \$50,000

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.

NA

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 2021 for program funding.

***See attached form**


6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2019.

***See attached Financial Statement**

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2020 to June 30, 2021

Applicant: Aloha Harvest

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	0		60,311	39,000
2. Payroll Taxes & Assessments	0		5,744	15,000
3. Fringe Benefits	0		5,743	8,000
TOTAL PERSONNEL COST	0		71,798	62,000
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	0		0	1,200
2. Insurance	10,000		0	0
3. Lease/Rental of Equipment	0		0	0
4. Lease/Rental of Space	0		0	0
5. Staff Training	0		3,000	2,400
6. Supplies	0		5,802	0
7. Telecommunication	0		0	2,500
8. Mileage & Parking (staff)	0		2,400	0
9. Vehicle - Repair & Maintenance	25,000		0	17,200
10. Vehicle - Fuel	30,000		0	7,500
11. Vehicle - Modification/Customization	20,000		0	0
12. Vehicle - Decals & Signage	10,000		0	0
13. Vehicle - Registration, fees, permits	3,000		0	0
14. Vehicle - Shipping & other fees	5,000		0	0
15. Vehicle - Storage & parking	12,000		0	0
16. IT - License fee	0		21,000	6,100
17. IT - Development, training, support	0		21,000	6,100
18. Indirect/Unrestricted Costs	0		0	20,000
19				
20				
TOTAL OTHER CURRENT EXPENSES	115,000		53,202	63,000
C. EQUIPMENT PURCHASES	0		0	0
D. MOTOR VEHICLE PURCHASES	385,000		0	0
E. CAPITAL	0		0	0
TOTAL (A+B+C+D+E)	500,000		125,000	125,000
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	500,000	"Phil" Augustus Acosta (808) 208-4307		
(b) Total Federal Funds Requested		Name (Please type or print) Phone		
(c) Total County Funds Requested	125,000			
(d) Total Private/Other Funds Requested	125,000	Date 1/17/2020		
TOTAL BUDGET	750,000	Executive Director _____ Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2020 to June 30, 2021

Applicant: Aloha Harvest

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
NA				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				\$ -
JUSTIFICATION/COMMENTS:				
No funds requested for salaries and wages				

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2020 to June 30, 2021

Applicant: Aloha Harvest

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
NA			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
Isuzu N-Series refrigerated truck w/ liftgate (or similar)	2.00	\$150,000.00	\$ 300,000.00	300000
Ford Transit commercial-grade refrigerated van (or similar)	1.00	\$85,000.00	\$ 85,000.00	85000
			\$ -	
			\$ -	
			\$ -	
TOTAL:	3		\$ 385,000.00	385,000
JUSTIFICATION/COMMENTS:				
Isuzu Truck - replacement for existing trucks at near end-of-life				
Ford van - supplement existing fleet to increase capacity				

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2020 to June 30, 2021

Applicant: Aloha Harvest

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2018-2019	FY: 2019-2020	FY:2020-2021	FY:2020-2021	FY:2021-2022	FY:2022-2023
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:						
JUSTIFICATION/COMMENTS:						
NA - no capital funds requested						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Aloha Harvest

Contracts Total: 605,000

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1	State GIA (Operating)	FY18-19	DHS	State	80,000
2	State GIA (Operating)	FY17-18	DHS	State	200,000
3	City GIA	FY19-20	DCS	Hon	125,000
4	City GIA	FY17-18	DCS	Hon	100,000
5	City GIA	FY16-17	DCS	Hon	100,000
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29					
30					



Balance Sheet
As of December 31, 2019

ASSETS

Cash	342,368.53
Accounts Receivable	29,029.17
Other Current Assets	
1201 · Prepaid Expenses	<u>4,791.29</u>
Total Current Assets	<u>376,188.99</u>
Fixed Assets, net of depreciation	82,190.64
Total Other Assets	<u>650.00</u>

TOTAL ASSETS 459,029.63

LIABILITIES & EQUITY

Liabilities	
Current Liabilities	
Accounts Payable	21,204.87
Other Current Liabilities	
2400 · Accrued Benefits	4,230.99
2410 · Loan Payable - Current	<u>8,218.02</u>
Total Current Liabilities	<u>33,653.88</u>
Total Equity	<u>425,375.75</u>

TOTAL LIABILITIES & EQUITY 459,029.63



Profit & Loss
Fiscal Year 2019-2020, As of December 2019

INCOME	
Contributions	292,956.30
Grants	207,600.00
Government	48,020.69
Other	162.94
TOTAL INCOME	548,739.93
RESOURCES	
Promo, Advertising, Fundraising	1,124.39
OPERATION - PEOPLE	
Contract Services	78,347.71
Salaries, Benefits, Payroll Taxes	177,276.03
	255,623.74
VEHICLE	
Truck Leasing	450.45
Vehicle Storage	6,783.96
Vehicle Insurance	4,725.32
Fuel	14,880.74
Repairs & Maintenance	19,238.81
Mobile Phones	2,122.41
Food Containers	10,174.95
Donation Receipts, Labels	543.87
Uniforms	1,128.01
Misc	525.66
	60,574.18
GENERAL & ADMIN	
Telecomm, Computer	4,590.06
Occupancy	3,907.76
Insurance	3,263.27
Professional Fees	3,023.03
HR Management, Payroll	6,016.95
Office	3,740.37
Local Travel, Parking	2,936.95
Other	1,417.57
Depreciation	12,772.26
	41,668.22
TOTAL EXPENSE	358,990.53
NET INCOME	189,749.40

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.

NETWORK – Aloha Harvest manages the largest and longest standing collaborative business-nonprofit network in the state. We help food wholesalers, retailers, and food preparation businesses to manage surplus food, thereby reducing their disposal costs. Donors (owners and employees) appreciate the savings in taxes credits and waste disposal fees, as well as being matched to appropriate agencies. They also feel good about contributing to their community. In the fiscal year ending in June 2019, Aloha Harvest collected food from 250 collaborating donor organizations and delivered it to 171 nonprofits that provide food to those in need. In 20 years, we have collaborated with over 1,000 donors and 350+ receiving agencies. By providing this food – free-of-charge – we are helping the nonprofits to stretch their dollars, and more efficiently utilize their resources.

GOVERNANCE - AH has a 12-member Board of Directors, and one Emeritus Chair. Their skills include accounting, business administration, law, publishing, marketing, banking, food service, and many other areas of expertise that benefit Aloha Harvest in building capacity. The Board is charged with determining the strategic plan of the organization, annually reviewing progress towards goals and objectives, and managing the Executive Director.

MANAGEMENT STRUCTURE – AH is an established organization with a small, yet high-functioning team made up of the Executive Director, Operations Manager, Community Resource Coordinator, Data & Marketing Specialist (currently vacant), and 8 Drivers/Driver Helpers. All staff report directly to the Executive Director.

Today Aloha Harvest is one of approximately 50 recognized food rescue nonprofit organizations across the nation (see U.S. Department of Agriculture list of food rescue nonprofits at www.usda.gov/oce/foodwaste/resources/donations.htm)

***See attached documentation of program outcomes for 2019**

2019 REPORT OF ACTIVITIES

 **1,865,552 lbs. of food rescued**



278 DONORS

Contributed quality food:

- 56 Quick Service (196,177 lbs)
- 46 Community Groups (22,474 lbs)
- 44 Distributors & Wholesalers (779,733 lbs)
- 35 Grocery Stores (577,063)
- 17 Caterers (44,283 lbs)
- 17 Restaurants (40,298 lbs)
- 15 Schools (6,495 lbs)
- 13 Farms (60,800 lbs)
- 8 Hotels & Tourist Attractions (8,955 lbs)
- 8 Businesses (6,535 lbs)
- 7 Bakeries (14,930 lbs)
- 6 Healthcare (18,830 lbs)
- 3 Military (78,470 lbs)
- 3 Religious Institutions (10,509 lbs)

160 NONPROFIT PROGRAMS

Served those in need:

- 36 Food pantries (589,839 lbs.)
- 26 Food pantry, hot meals (489,960 lbs.)
- 27 Transitional housing (70,983 lbs.)
- 24 Housing programs (451,309 lbs.)
- 20 Youth programs (46,265 lbs.)
- 17 Social services (179,318 lbs.)
- 10 Shelters (37,848 lbs.)



57,000+

People served:

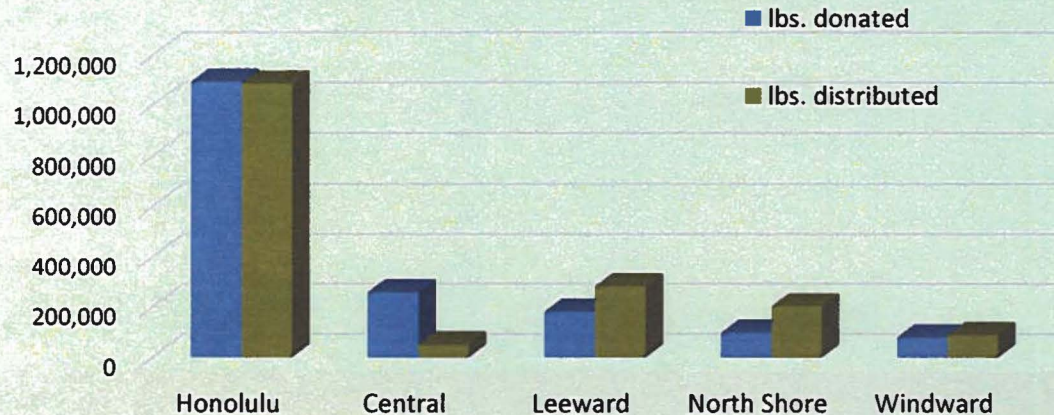
- 22% homeless
- 36% unemployed
- 46% Native Hawaiians and Pacific Islanders
- 29% children, 16% seniors
- 10% challenged with mental illness, substance abuse or physical and/or mental disabilities



OVER 23 MILLION LBS. OF FOOD RESCUED SINCE 1999

Aloha Harvest 2019 Report of Activities

Service to communities across O'ahu



Over 67% of food was donated from organizations located in Urban Honolulu. In the communities of Waianae, Leeward, and Windward, the majority of food distributed to nonprofits must be transported from other areas of the island.

Food rescue is good for the economy, environment, and people



DECREASE IMPORTED FOOD - Hawaii imports 85%-95% of its food, making us vulnerable to events such as natural disasters or labor strikes that disrupt shipping. The cost of shipping increases the cost of food for everyone.



PROTECT THE ENVIRONMENT - More than 26% of the local food supply (273,122 tons) is thrown away. Most food waste ends up in Waimanalo Gulch, the only landfill on the island for solid waste. This landfill has capacity to serve for only 15 more years, and no other community is willing to host a new landfill.



FEED THE HUNGRY - One in seven Hawaii resident relies on a food bank or pantry for support, and are food insecure, lacking a reliable and socially acceptable source of nutritious food. For Native Hawaiians and Pacific Islander, the rate is over 35%.

We are ALOHA HARVEST

-  Executive Director
-  Coordinators
-  Drivers
-  Assistant Drivers
-  16 ft. Trucks
-  Transit Van
-  Smart Car

No warehouse space!

With these few assets we rescue over 1.8 million lbs. of food annually.

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.

Our operation is based in a modest 355 sq. ft. office in Kaimuki. At the center of our organization are two 16 ft. refrigerated trucks and a refrigerated van. As we pick-up and deliver food on the same day, we are able to operate a lean organization that does not require warehouse space. Our highly skilled drivers are able to manage and optimize food inventory in real-time. Moreover, in addition to making regular deliveries to numerous social services agencies we are also able to adapt routes in real-time based on the availability of food and needs in the community.

In order to enhance our real-time management of food inventory and optimize delivery routes, we plan to roll-out an enhanced technology platform in 2020. The platform will be used to better track and report data program activity and outcomes. This will enable us to make data-driven decisions that expand our coverage, scale-up operations, and increase efficiency while keeping operating costs relatively low.

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.

We have a small and efficient team which consists of the Executive Director, Operations Manager, and a Community Resource Coordinator. We expect to hire an additional administrative staff person in 2020 (Data & Marketing Specialist). We also have a field staff of 8 Drivers and Helpers (6 FT, 2 PT).

The Executive Director, Phil Acosta, assumed leadership of Aloha Harvest in September 2019 but has been in a leadership role in the nonprofit sector for several years. He promises to infuse the organization with new energy and vision. Phil is responsible for providing oversight of the operations of Aloha Harvest, with a focus on capacity building (managing/developing staff, meeting with current and prospective food donors, nonprofit agencies and funders), working on strategic planning with the Board of Directors and executing those plans, developing the communications and fundraising plans; and managing the budget. In addition, he is currently exploring ways to monetize and increase the utilization of Aloha Harvest's capital assets (trucks and refrigerated van), potentially adding a new and stable revenue stream. He is also working on a crowdsourced food rescue program relying on our network of volunteers that will help to reduce operating costs, increase efficiency, and enable us to offer new services and extend our reach.

Mele Pepa Latu is the Operations Manager and has been with the organization for over 10 years. She is responsible for managing day-to-day operations with a focus on productivity and quality control for the field staff (Lead Driver, Drivers & Driver Helpers). She also strives to enhance operational procedures, business processes, data management and reporting functions. Mele manages the accounts payable/receivable and assists with grant preparation and administration.

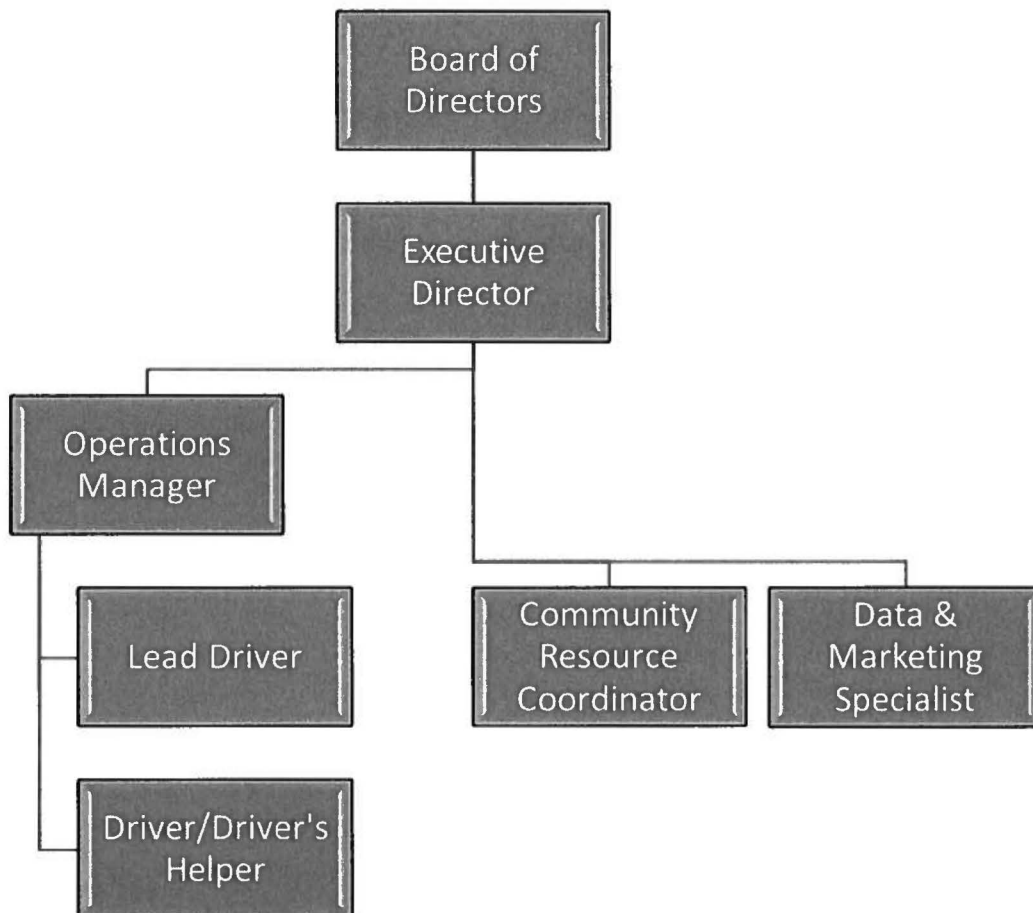
Leslie Pyo is the Community Resource Coordinator with direct interface with donors, partner agencies, and volunteers. She is working on establishing an improved process for recruitment, onboarding, training, and coordination of a robust volunteer base to help us scale the operations. Leslie is also managing our external communications and social media presence to increase our profile in the community, while we look to bring on an additional member to our Administrative Team.

Data & Marketing Specialist – To be hired

Lead Driver, Drivers, Driver Helpers – years of experience range from 2 years to 20+ years. All possess the appropriate license for the current fleet, trained and certified in food safety

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.



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.

Executive Director - \$90,000
Operations Manager - \$45,000
Lead Driver - \$41,600

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.

NA

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.

NA

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.

NA

4. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2020-21 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2020-21, but
- (b) Not received by the applicant thereafter.

Aloha Harvest has a 20-year history of successfully growing our food rescue operation and we continue to raise funds to maintain and expand this longstanding organization. These funds are from numerous charitable foundations, corporations, County, and State agencies. Many of our funders, such as the Hau`oli Mau Loa Foundation, provide funding over multiple years. In the last 4 months, we have obtained the following funding:

- \$125,000 in program funding from the City GIA
- \$50,000 for general operations from the Aloha United Way Safety Net grant
- \$50,000 in program funding from the Atherton Foundation
- \$30,000 for general operations from the Campbell Foundation
- \$20,000 in unrestricted funds from the Hawaii Community Foundation FLEX grant
- secured an additional \$75,000 in unrestricted funding from various private foundation contributions

We intend to augment grant funding by further developing and expanding the low-cost crowd sourced food rescue model statewide. This will enable us to rescue a greater amount of food at a lower cost per lb. Similarly, data will be used for better decision making, such as route optimization, further helping to lower costs. In addition, higher utilization of our fleet of vehicles will enable us to augment our revenue. If we are awarded the grant at a lower amount than requested, we will scale our operations accordingly.

We are in the process of drafting a 5-year expansion strategy, with plans to expand into the neighbor islands. In the initial year, we will acquire seed money to conduct market research.

Which neighbor island(s) have the most potential for recoverable food.

Which neighbor island(s) has the highest need/rate of food insecurity?

Are there viable partners (donors & receiving agencies) that will sustain the project after the initial efforts?

If the project is not continually funded by the State, we will explore funding opportunities at the County (e.g. Dept of Environmental Services, Office of Climate Change, Sustainability and Resiliency) and Federal level (e.g. USDA, EPA). We will also seek private foundations with a strong presence and specific focus on the neighbor islands (Kauai – G.N. Wilcox, Maui – Alexander & Baldwin). Additionally, we will continue to develop and expand the `aiRescue platform as well as our volunteer base. This will allow us to scale operations and increase impact, while maintaining our operating expenses at a manageable level.

5. Letters of Support



Foodland
Food, Family, Friends & Aloha.



January 16, 2020

"Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waialae Avenue, Suite #23
Honolulu, Hawaii 96816

Re: Letter of Support

Aloha Mr. Acosta,

On behalf of our team at Foodland, I am writing this letter to express our gratitude and appreciation for the ongoing partnership that we have with Aloha Harvest. The work that you do provides a great benefit to Foodland and other local businesses while reducing the effects of food waste to our environment. We support your request to the State Legislature to approve your Grad-in-Aid proposal. This would allow you to replace your fleet and allow your organization to continue with the important mission to rescue quality excess food to feed the hungry people in Hawaii.

As Hawaii's largest locally owned and operated grocery retailer, Foodland is committed to building both a better shopping experience and a better Hawaii. We firmly believe that our community benefits from having a strong, local supermarket. And we are dedicated to being a leader in serving Hawaii's consumers. Our mission, "We deliver exceptional food and outstanding shopping experiences to nourish and delight our customers, while enriching our community," was born from our Founder's strong values. Today, we continue his legacy by working to build strong partnerships between our company, our customers and our community. Our joint efforts with Aloha Harvest to rescue excess food from all of our stores on Oahu is in alignment with this mission.

Please know that we really appreciate our partnership with Aloha Harvest. We are in full support of your efforts to expand your operations and increase the impact of your programs. Mahalo for the good work that you do to help the poor, needy, and hungry in Hawaii.

Sincerely,

A handwritten signature in black ink that reads "Stacy Waiau-Omori".

Stacy Waiau-Omori
Vice President of Sales and Operations
Foodland Super Market, Ltd.



A Hawaiian Tradition of Fine Foods and Service..Since 1962.

January 15, 2020

To: "Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waialae Avenue, Suite #23
Honolulu, Hawaii 96816

Re: Letter of Support

Aloha Phil,

On behalf of our team and the people that we serve, I am writing this letter of support to express our gratitude and appreciation of the ongoing partnership that we have with Aloha Harvest. The work that you do provides a great benefit to our local businesses while reducing the effects of food waste to our environment. We urge the State Legislature to approve your Grant-In-Aid request to replace your fleet and allow your organization to continue with the important mission to rescue quality excess food to feed the hungry people in Hawaii.

For over 55 years, H&W Foodservice has provided products and services to the Hawaii foodservice and retail marketplace. As a leading distributor, manufacturer, and logistical agent in Hawaii, our core commitment to our customers has never changed. "Bringing Hawaii's Favorite Food to You" Our joint efforts with Aloha Harvest to rescue excess food and diverting it from the waste stream helps us to fulfill this commitment.

Please know that we really appreciate our partnership with Aloha Harvest. We are in full support of your efforts to expand your operations and increase the impact of your programs. Mahalo for the good work that you do to help the poor, needy, and hungry in Hawaii.

Sincerely,

Wally Marciel
General Manager
H&W Foodservice



January 12, 2020

To: "Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waialae Avenue, Suite #23
Honolulu, Hawaii 96816

Re: Letter of Support

Aloha Mr. Acosta,

On behalf of our team and the people that we serve, I am writing this letter of support to express our gratitude and appreciation of the ongoing partnership that we have with Aloha Harvest. The work that you do provides a great benefit to our local businesses while reducing the effects of food waste to our environment. We urge the State Legislature to approve your Grant-In-Aid request to replace your fleet and allow your organization to continue with the important mission to rescue quality excess food to feed the hungry people in Hawaii.

At Ho Farms, we're passionate about feeding Hawai'i. As one of the leading local farmers on the North Shore of Oahu, we not only strive to bring produce of the highest quality and freshness, but produce we are proud to serve at our table. Our love of the land and desire to deliver fresh, high quality produce has allowed us to stay in business for the last eighteen years. We sincerely respect Hawaii's delicate eco-system and are making great strides in minimizing our environmental impact. Our joint efforts with Aloha Harvest to rescue excess food and diverting it from the waste stream helps us to fulfill this commitment.

Please know that we really appreciate our partnership with Aloha Harvest. We are in full support of your efforts to expand your operations and increase the impact of your programs. Mahalo for the good work that you do to help the poor, needy, and hungry in Hawaii.

Sincerely,

Wei Chong Ho

Wei Chong Ho
Managing Member
Ho Farms, LLC

PO Box 569
Kahuku, HI 96731
Tel 808-375-1375
Fax 808-393-9757
shin@hofarms.com



St. George Catholic Church

41-1323 Kalanianaʻole Highway ♦ Waimanalo, Hawaii 96793

Phone: (808) 259-7188 ♦ Fax: (808) 259-0169 ♦ E-mail: StGeorge96793@aol.com

Website: www.stgeorge96793.com

January 9, 2020

To: "Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waiālae Avenue, Suite #23
Honolulu, Hawaii 96816

Re: Letter of Support

Aloha Phil,

On behalf of our parish and the people that we serve, I am writing this letter of support to express our gratitude and appreciation of the assistance that the St. George Outreach Program has received from Aloha Harvest over the years.

Our outreach program provides food assistance to the those in need in the Waimanalo area, where many in the community struggle with the high cost of living and have been greatly impacted by the ongoing homeless crisis. We distribute food twice a week and assist, on average, six hundred (600) individuals per month. Nearly one-third (1/3) are children, and over seventy-five percent (75%) are Native Hawaiians. The delicious and nutritious food that Aloha Harvest delivers to our program definitely lifts the spirits of those seeking assistance. Our outreach program also hosts a "Feed The Hungry" luncheon four times a year for anyone in the community in need of a hot meal. Some of the food from Aloha Harvest is utilized for this purpose as well. The staff at Aloha Harvest are always very respectful and the drivers who deliver the food are very helpful and friendly. Your organization is truly a blessing!

Please know that we really appreciate everything from Aloha Harvest – the food, the service, and the staff. We are in full support of your efforts to expand your operations and increase the impact of your programs, especially in underserved communities such as Waimanalo. Mahalo and may God always bless you and the good work that you do to help the hungry in Hawaii.

Sincerely,

Eva-Marie De Motta
St. George Office Manager

For

Blanche McMillan
Outreach Coordinator
St. George Catholic Church



**WAIANAЕ COAST
COMPREHENSIVE
HEALTH CENTER**

www.wcchc.com

January 9, 2020

To: "Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waiālae Avenue, Suite #23
Honolulu, Hawaii 96816

Re: Letter of Support

Aloha Phil,

On behalf of our team and the people that we serve, I am writing this letter of support to express our gratitude and appreciation of the assistance that Aloha Harvest has provided to the Waianae Coast Comprehensive Health Center (WCCHC) over the years.

WCCHC is the largest of the 14 Federally Qualified Health Center (FQHCs) in the state of Hawaii. Our commitment of caring for and serving our community has continued to grow since our humble beginnings in 1972. We now serve nearly 40,000 patients with over 200,000 visits at our service sites in Waiānae, Nanakuli, Kapolei, Ewa Beach, and Waipahu. More than half (50%+) of the individuals and families that we serve are Native Hawaiians.

We believe that our community can thrive physically, spiritually, and economically and enjoy a healthy life, "E ola pono". This holistic approach to health care is realized through the organization's commitment to provide accessible, quality, and affordable, comprehensive health care, while preserving native Hawaiian culture and traditions in order to achieve complete wellness. The delicious and nutritious food that Aloha Harvest delivers to our program supports the Center's vision as a healing center, and the staff at Aloha Harvest are always very respectful, helpful, and friendly.

Please know that we really appreciate our partnership with Aloha Harvest. The food, the service, and the staff are great. We are in full support of your efforts to expand your operations and increase the impact of your programs, especially in underserved communities such as Waiānae and the greater Leeward Coast. Mahalo for the good work that you do to help the poor, needy, and hungry in Hawaii.

Sincerely,

Leinaala Kanana, MSW
Director of Community Health Services