# THE THIRTIETH LEGISLATURE **APPLICATION FOR GRANTS**

**CHAPTER 42F, HAWAII REVISED STATUTES** 

|                                   | Type of Gr                                                                                                                                           | ant Request:                                              |                      |                    |
|-----------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------|----------------------|--------------------|
|                                   | Operating                                                                                                                                            | Capital                                                   |                      |                    |
| Legal Nam<br>ANAKILA P            | e of Requesting Organization or Individual:                                                                                                          | Dba:                                                      |                      |                    |
|                                   | Amount of State Funds Reque                                                                                                                          | ested: \$ 65,000                                          |                      |                    |
| Grant to pur                      | otion of Request (Please attach word document<br>chase 2 transit vans to improve the operational<br>bys persons with disabilities and provides meals | efficiencies at Lanakila                                  | a Kitchen, a social  | enterprise prograr |
| Amount of 0<br>State:<br>Federal: | Other Funds Available:  \$\frac{0}{\$}0                                                                                                              | Total amount of Sta<br>Fiscal Years:<br>\$_115,000        | ate Grants Recei     | ved in the Past 5  |
| County:<br>Private/Oth            | \$0                                                                                                                                                  | Unrestricted Assets<br>\$5,406,691                        | s:                   |                    |
| Contact Po                        | Type of Business Entity:  501(C)(3) Non Profit Corporation  Other Non Profit  Other  erson for Matters Involving this Applicat                       | Mailing Address:<br>1809 Bachelot St<br>City:<br>Honolulu | reet<br>State:<br>HI | Zip:<br>96817      |
| Name:<br>Jan Yokot                |                                                                                                                                                      | Title:<br>Contracts Admini                                | strator              |                    |
| Email:<br>jyokota@l               | anakilapacific.org                                                                                                                                   | Phone:<br>808-356-8552                                    |                      |                    |
| Federal Ta                        | ax ID#:                                                                                                                                              | State Tax ID#                                             |                      |                    |
| u -                               | Y ~ President ar                                                                                                                                     | nd CEO                                                    | <u> </u>             | 16/2020            |
| Autho                             | orized Signature Nar  **Teceived** **L/17/20 24**                                                                                                    | ne and Title                                              |                      | Date Signed        |

# **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 | n) |
|----------------------------------------------------------------------|----|
|----------------------------------------------------------------------|----|

- 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

RONA YAGI FUKUMOTO

PRINT NAME AND TITLE

1/16/2020

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

#### LANAKILA PACIFIC

was incorporated under the laws of Hawaii on 11/19/1959; 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 14, 2020

Catani. P. Owal Colo

**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.

| LANAKILA PACIFIC (Typed Name of Individual or Organization) |                   |                        |
|-------------------------------------------------------------|-------------------|------------------------|
| V m vi                                                      | 1/16/2020         |                        |
| (Signature)                                                 | (Date)            |                        |
| RONA YAGI FUKUMOTO                                          | President and CEO |                        |
| (Typed Name)                                                | (Title)           |                        |
| Rev 12/2/16                                                 | 5                 | Application for Grants |

# **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)

The grant will be used for the public purposes of: 1) supporting the employment of persons with disabilities, and 2) providing hot, nutritious meals to low-income seniors and preschoolers.

# 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;

Founded in 1939, Lanakila Pacific is a non-profit that has served the community for 80 years. Our mission, "to build independence and improve the quality of life for individuals with cognitive, physical, social or age-related challenges," is accomplished through our core programs.

Lanakila Meals on Wheels supports the health and independence
of Hawaii's seniors through home delivered meals and our Kupuna
Wellness Centers. As Oahu's oldest, largest, and only island-wide
meal service for the elderly, Lanakila Meals on Wheels serves more
than 2,400 Hawaii seniors and more than 360,000 meals every
year.

Rev 12/2/19

- Disability Services helps approximately 200 individuals with disabilities each year. Our Teaching and Learning Centers (TLC) help over 115 individuals with intellectual disabilities integrate into the community and participate in volunteer and prevocational activities through our Adult Day Health programs located in Kalihi and Wahiawa. Our Training and Advocacy Program (TAP) provides job training and placement for teens and adults with disabilities.
- Workforce Resources promotes financial independence for adults with disabilities through job training and employment opportunities. Through our workforce programs, we help individuals with disabilities become productive employees capable of doing exceptional work. We currently employ nearly 90 individuals with significant disabilities through our Workforce Resources which includes Lanakila Kitchen (food service, meals for children and seniors, and catering), Lanakila Custom Products (customized apparel), and Lanakila Maintenance Services (custodial and grounds maintenance services).

### 2. The goals and objectives related to the request;

Objective 1: Purchase two Ford Transit vans to improve the operational efficiencies for Lanakila Kitchen.

Objective 2: Continue to employ persons with disabilities and provide nutritious, low-cost, hot meals to low-income seniors and preschoolers.

### 3. The public purpose and need to be served;

Like many nonprofits in Hawaii, Lanakila Pacific struggles to find funding to meet all of our program and services goals. Large purchases, particularly ones for vehicles, are oftentimes deferred, especially since vehicle purchases are generally not allowable under Federal, State and private service contracts.

However, the condition of our vehicles is beginning to affect our capacity to provide quality services. We have two Food Services vans that are over 13 years old and have 275,000 and 190,000 miles on them. Because of their age and size, these vans are difficult to drive and not very fuel efficient.

New cargo transit vans will give Lanakila Kitchen greater flexibility in dispatching trucks and drivers which will provide for better customer service. The new vans will be low enough to fit into structures which the old vans were too large to drive into. In addition, the current drivers with disabilities cannot drive the old vans because of their size, but are comfortable with the smaller vehicles. Since

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drivers are paid more than food service workers, the new vans may present the opportunity for some of our disabled staff to move into a better paying job.

Our ability to provide job opportunities is based on our success in obtaining and retaining contracts. Unfortunately, our aging vehicles makes it difficult to meet customer demands increasing the likelihood that we may lose a contract, while higher costs make it harder for Lanakila Pacific to complete for low-bid contracts. Contracts = employment opportunities for persons with disabilities.

Need to Provide Employment to Persons with Disabilities. According to the U.S. Census Bureau, the poverty rate of individuals with disabilities ages 18 to 64 years living in the community was 28.7%, while the poverty rate of individuals without disabilities was 13.6% - a poverty gap of 15.1 percentage points.

Long-term unemployment is associated with socio-economic deprivation and affects both the individual and the community. People in poverty die younger, have less healthy lifestyles and live in less healthy environments. The financial strain of unemployment also has direct health impacts with people in debt being more prone to depression.

Employing people with disabilities not only benefits the individual's self-esteem, it also contributes to their self-sufficiency and independence. When individuals with disabilities are employed with a paid job in the community, they no longer depend on the government for assistance. Instead, these individuals earn a living wage, pay taxes, and contribute to the overall economy.

Need to Provide Low-Cost, Nutritious Meals to Seniors and Preschoolers. The increase in senior population results in an increased demand for senior services. Such support is critical for our most needy seniors who live in poverty and have limited income.

Providing senior services to help seniors age in place is far less expensive for individuals and the government. This can be the difference between \$120 for a month of congregate meals vs. \$9,034 for a month of a semi-private room in a nursing home. Lanakila's congregate dining program, also known as Kupuna Wellness Centers, provides meals and the opportunity for social engagement and related nutrition services in a group setting, which help to keep seniors healthy and prevent the need for more costly medical interventions.

Lanakila Pacific currently serves 2,400 Hawaii seniors every year through our Meals on Wheels program. While the majority of our meals are part of our home delivery program, we also delivery meals to 10 congregate dining sites which serve upwards of 200 people every day. Unfortunately, the need far exceeds resources due to limited, or in some cases shrinking, funds; the rapid growth of Hawaii's senior population; and the longest life expectancy in the nation.

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Although eating well-balanced and nutritious meals are important throughout the course of our lives, it is especially critical in early childhood when there is significant brain and body development.

Preschoolers are most susceptible to the adverse consequences of bad eating habits and an unbalanced diet can lead to delayed physical, cognitive and emotional development. Numerous studies have indicated that obesity in preschool children poses serious health risks, while healthy eating during a child's early years increases their future academic achievement.

Low-income children are the most vulnerable to poor nutrition and two hot meals from a free early childhood education program such as Head Start, which make up the majority of our preschooler meals, can make a difference for their future.

#### 4. Describe the target population to be served; and

#### PEOPLE WITH DISABILITIES

Despite the Americans with Disabilities Act and technological innovations that have increased work opportunities, those with disabilities still face numerous challenges in gaining and maintaining employment. Working-aged people with disabilities are much more likely than people without disabilities to be unemployed and live in poverty. In 2018, the percentage of people with disabilities in the labor force was 19.1% compared with 65.9% for persons with no disability, while the unemployment rate for those with disabilities was 8.0% compared with 3.7% for those with no disabilities.

On Oahu, there are approximately 40,437 working-aged adults living with disabilities which is approximately 7.2% of the adult non-institutionalized population. Of those, approximately 18% were living at or below the federal poverty level.

#### **SENIORS**

Hawaii has one of the fastest growing elderly populations in the country. Over the last ten years, Hawaii has had a 26% increase in its elderly population. The U.S. Census Bureau estimates that in 2017 there were 212,615 individuals age 60 and older living on Oahu, representing 24.2% of its adult population. According to a State of Hawaii, Department of Business, Economic Development and Tourism study, the percentage of those 60 years and older living in the City and County of Honolulu will increase by roughly 40% between 2010 and 2045, and the percentage of the "oldest-old," those 85 years and older, will increase by 67%.

On Oahu, 7.9% or 16,796 of those 60 and older live at or below the federal poverty level.

| Applicant | LANAKILA PACIFIC | 20070-0220 |
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#### PRE-SCHOOL AGED CHILDREN

With close to 76,000 children under the age of 6 living on Oahu, preschoolers make up a substantially portion of Oahu's population. The sheer size of this group along with the physical and mental growth that occurs during the first five years of a child's life underscores the need to pay attention to the welfare of this group.

On Oahu, 13% or approximately 9,640 of those under the age of 6 live at or below the federal poverty level.

5. Describe the geographic coverage.

Lanakila Pacific provides services on an islandwide basis to Oahu residents.

## 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;

Lanakila Pacific will purchase two new transit vans which will allow us to continue to employ persons with disabilities and transport hot meals in a timely basis to low-income seniors and preschoolers.

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

Lanakila Pacific projects it will be able to complete the purchase of the transit vans within the first quarter of the performance period. Lanakila Pacific will follow any applicable State procurement rules regarding the purchase of the vans. Because the vehicles will need to be customized to meet Lanakila Pacific requirements, we anticipate approximately 6 weeks from the time of order until delivery.

After the new vehicles are wrapped with the Lanakila Pacific logo (approximately 1 week), they will immediately be put into operation.

Lanakila Pacific will continue to employ persons with disabilities and provide meals to seniors and preschoolers during the project period.

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

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| Applicant | LANAKILA PACIFIC |
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| Applicant | LANAKILA PACIFIC |

Under the guidance of Lanakila Pacific's President and CEO and our Director of Food Services, our Contracts Administrator will oversee quality assurance and evaluation of this project by tracking grant activities and expenditures to ensure that they are eligible and timely.

In addition, our Board of Directors reviews program progress reports at its bimonthly meetings and every year Lanakila Pacific undergoes a financial audit by certified public accountants to ensure our organization is financially sound and complies with Generally Accepted Accounting Principles (GAAP).

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 effectiveness of the grant will be determined by the following measures:

- 1) Continued (agencywide) employment of 90 persons with disabilities, and
- 2) Continued delivery of meals to at least 400 low-income senior and preschoolers.

# 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)
- 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 |
|-----------|-----------|-----------|-----------|-------------|
| \$65,000  | \$0       | \$0       | \$0       | \$65,000    |

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

| Applicant _ | LANAKILA PACIFIC |  |
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Lanakila Pacific will not be seeking funding from any other source for the purchase of the two transit vans.

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.

Lanakila Pacific has never been granted, nor applied for, any state or federal tax credits.

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.

Lanakila Pacific has not been awarded any government funds during the past three years which it will receive for program funding in fiscal year 2021.

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

As of December 31, 2019, Lanakila Pacific had unrestricted current assets of \$5,406,691.

# 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.

Lanakila Pacific has over 80 years of experience providing services for people with challenged lives on Oahu. Lanakila Kitchen, a division of our Food Services Department, was established in 1971 to support our mission and programs. The Kitchen has grown over the years and now prepares nearly 3,000 meals per day, the majority of which are the 2,000+ meals for the home delivery component of our Meals on Wheels program.

Lanakila Pacific has extensive experience in the administration of grant funds. The most recent pertinent experience includes \$40,000 in grants from Central Pacific Bank and First Hawaiian Bank in 2019 for the purchase of passenger transit vans for our Maintenance Services Department. We also received a City and County of Honolulu

| Applicant | LANAKILA PACIFIC |  |
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Grant-in-Aid award of \$123,000 in 2018 for the purchase of new equipment for Lanakila Kitchen.

In addition, to the grants listed above, Lanakila Pacific currently administers over \$3 million in government contracts and grants as detailed in the list of Government Contracts, Grants, and/or Grants In Aid, attached as Page 10 of the Budget forms.

#### 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.

Lanakila Kitchen is located at Lanakila Pacific's main facility at 1809 Bachelot Street, Kalihi. The building is owned by the State of Hawaii and leased to Lanakila Pacific under a 30-year lease.

To meet growing community need, the Kitchen was expanded in 2006 to its current design. Lanakila Kitchen currently prepares approximately 3,000 meals per day, but has the capacity to prepare upwards of 5,000 meals.

## 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.

Organizationally, Lanakila Pacific is governed by two Boards of Directors. The Lanakila Pacific Center Board establishes policy for the organization, and the Lanakila Pacific Foundation Board is responsible for fundraising and managing funds to maintain perpetuity. The President/CEO is responsible for overseeing the organization.

This vehicle purchase project will be managed by the following Lanakila Pacific staff members:

- Reid Yasunaga, Director of Food Services, oversees Lanakila Pacific's food services operations. Reid had over 25 years of food and beverage management experience before joining Lanakila Pacific last year. He provides guidance and supervision to the Kitchen Manager to ensure productivity and efficiency.
- Frank Chun, Food Service Manager, has been in the food service industry since 1977, first as a Chef for 10 years and then as Club Manager at several

clubs on the Marine Corps Base Hawaii. He then worked in a large fast food chain before coming to Lanakila Pacific in 2001.

- Bob Toyomura, Food Service Assistant Manager, joined Lanakila Pacific almost five years ago and came to Lanakila Pacific with over 40 years of experience working in a large restaurant chain as a General Manager, Area Supervisor and Training Supervisor. As an Area Supervisor he directed restaurant teams that employed nearly 375 individuals.
- Jan Yokota, Contracts Administrator, will be responsible for the management of any State grant-in-aid award. Jan has over 15 years of grants management experience as both a grantee and grantor.

### 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.

Organization chart attached.

### 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, <u>not employee name.</u>

President and CEO - \$155,000 Vice Presidents (2) - \$125,000 - \$135,000

## 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.

Lanakila Pacific does not have any pending litigation or outstanding judgments.

#### 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.

| Applicant | LANAKILA PACIFIC |  |
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In 1976, Lanakila Pacific was the first organization in Hawaii to be accredited by CARF, formerly known as Commission on Accreditation of Rehabilitation Facilities, and has maintained this accreditation for 18 consecutive accreditation periods. This accreditation involves a rigorous peer review process to ensure high quality, measurable and accountable programs and services.

In addition, Lanakila Kitchen has the necessary permits to provide meals to the public. We hold a State of Hawaii Department of Health (DOH) Food Establishment Permit which expires on June 8, 2020. In addition, DOH issued a green health certification aka "green placard" to Lanakila Kitchen on December 11, 2019.

#### 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 <u>Article X, Section 1, of the State Constitution</u> for the relevance of this question.

This grant will not support or benefit a sectarian or non-secretarian private educational institution.

### 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.

If Lanakila Pacific receives a State Grant-in-Aid (GIA) for fiscal year 2020-21 for transit vans for Lanakila Kitchen, it has no plans to apply for future State GIAs for those items, because of our overall plan for sustainability which includes fundraising, in-kind support, grants, and mission driven entrepreneurship.

We recently hired an Executive Director for the Lanakila Pacific Foundation whose primary responsibility is raise funds to support Lanakila Pacific's mission and vision to embody self-sufficiency and inspire inclusive communities where people of all ages and abilities are empowered to find meaningful employment, live independently and thrive.

<u>Fundraising</u>. Lanakila Pacific's fundraising strategy concentrates on donor acquisition, renewing and upgrading current donors. Solicitation methods include direct mail, faceto-face solicitation, online fundraising, and special events.

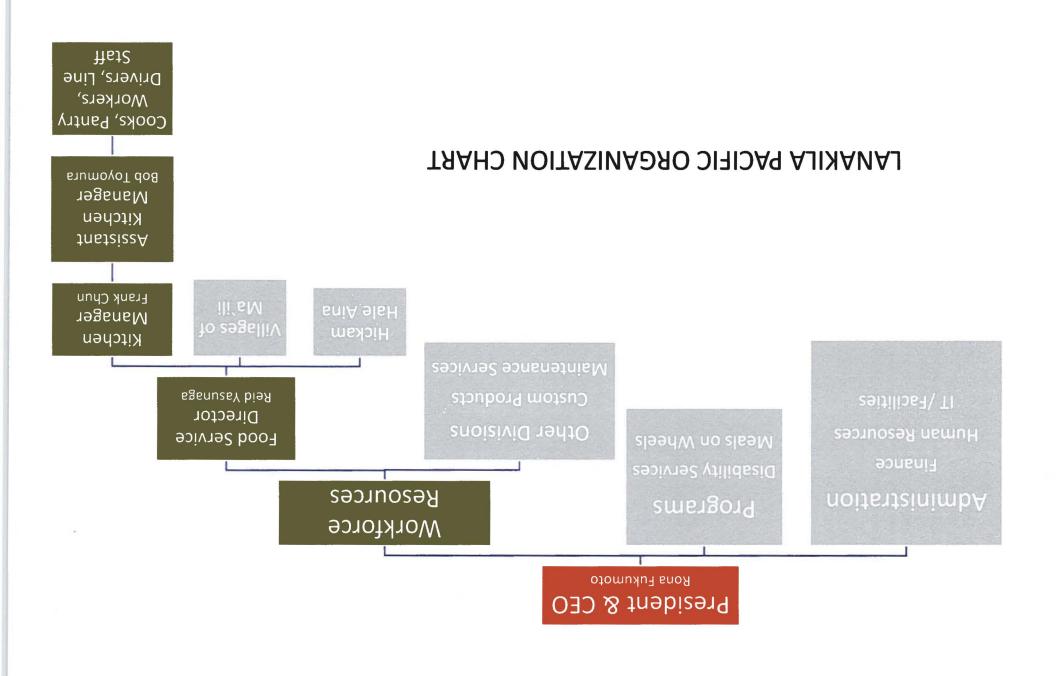
<u>In-kind Support</u>. Lanakila Pacific has solicited and received a wide range of in-kind donations to support programs, including office furniture and food and beverages, as well as donations of services such as professional consulting.

| Applicant | LANAKILA PACIFIC |  |
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<u>Grants</u>. Lanakila Workforce Resources, seeks additional grants (both private foundations as well as federal, state and city grants) and new sources of funding at every opportunity.

Mission Driven Entrepreneurship. Lanakila Pacific's social enterprises provide high-quality services for customers while building independence for people with challenged lives. These enterprises include Lanakila Kitchen (catering), Lanakila Custom Products (apparel and promotional items) and Lanakila Maintenance Services (custodial and grounds-keeping).

Lanakila Pacific's long-term strategy for sustainability is to increase revenue from its social enterprises to fund its programs.



# **BUDGET REQUEST BY SOURCE OF FUNDS**

| Applicant: | LANAKILA PACIFIC |
|------------|------------------|
|            |                  |

|          | UDGET                                   | Tatal State | Total Fordayal                   | T-A-I County    | Total Delivers (Other                  |
|----------|-----------------------------------------|-------------|----------------------------------|-----------------|----------------------------------------|
|          | ATEGORIES                               | Total State | Total Federal<br>Funds Requested | Total County    | Total Private/Other<br>Funds Requested |
| ľ        | ATEGORIES                               | (a)         | (b)                              | (c)             | (d)                                    |
| A.       | PERSONNEL COST                          |             |                                  |                 |                                        |
|          | 1. Salaries                             |             |                                  |                 |                                        |
|          | 2. Payroll Taxes & Assessments          |             |                                  |                 | 700                                    |
|          | 3. Fringe Benefits                      |             | -                                |                 |                                        |
|          | TOTAL PERSONNEL COST                    |             |                                  |                 |                                        |
| B.       | OTHER CURRENT EXPENSES                  |             |                                  | -               |                                        |
|          | Airfare, Inter-Island                   |             |                                  |                 |                                        |
|          | 2. Insurance                            |             |                                  |                 |                                        |
|          | 3. Lease/Rental of Equipment            |             |                                  |                 |                                        |
|          | Lease/Rental of Space                   |             |                                  |                 |                                        |
|          | 5. Staff Training                       |             |                                  |                 |                                        |
|          | 6. Supplies                             |             |                                  |                 |                                        |
|          | 7. Telecommunication                    |             |                                  |                 |                                        |
|          | 8. Utilities                            |             |                                  |                 |                                        |
|          | 9                                       |             |                                  |                 |                                        |
|          | 10                                      |             |                                  | <u> </u>        | -                                      |
|          | 12                                      |             |                                  |                 |                                        |
|          | 13                                      |             |                                  |                 |                                        |
|          | 14                                      |             | · · · · · ·                      |                 |                                        |
|          | 15                                      |             |                                  |                 |                                        |
|          | 16                                      |             |                                  | <del>.</del>    |                                        |
|          | 17                                      |             |                                  | <del> </del>    | ,                                      |
|          | 18                                      |             |                                  | *               |                                        |
|          | 19                                      |             |                                  |                 |                                        |
|          | 20                                      |             |                                  |                 |                                        |
|          | TOTAL OTHER CURRENT EVENIOUS            |             |                                  |                 |                                        |
| _        | TOTAL OTHER CURRENT EXPENSES            |             |                                  |                 |                                        |
| C.       | EQUIPMENT PURCHASES                     | 05.000      |                                  |                 |                                        |
| D.<br>E. | MOTOR VEHICLE PURCHASES                 | 65,000      | 0                                | 0               | 0                                      |
| _        | CAPITAL (A.B.C.D.E)                     | 65,000      | 0                                | 0               | 0                                      |
| 10       | TAL (A+B+C+D+E)                         | 65,000      | 0                                | 0               | 0                                      |
|          |                                         |             | Budget Prepared                  | By:             |                                        |
| SC       | OURCES OF FUNDING                       |             |                                  |                 |                                        |
|          | (a) Total State Funds Requested         | 65,000      | Jan Yokota                       |                 | 808-356-8552                           |
|          | (b) Total Federal Funds Requested       |             | Name (Please type or p           | orint)          | Phone                                  |
|          | (c) Total County Funds Requested        |             | 600                              | 1               | 186/2020                               |
|          | (d) Total Private/Other Funds Requested |             | Signature of Authorized          |                 | Date                                   |
| _        | (a) Total i materothel i unus nequesteu |             |                                  |                 |                                        |
|          | TAL DUDGET                              | 05.000      |                                  | moto, President | and CEO                                |
|          | TAL BUDGET                              | 65,000      | Name and Title (Please           | type or print)  |                                        |
|          |                                         | ***         |                                  |                 |                                        |
|          |                                         |             |                                  | 100 4304        |                                        |

### **BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES**

| Applicant: | LANAKILA PACIFIC |  |
|------------|------------------|--|
|            |                  |  |

| POSITION TITLE          | FULL TIME<br>EQUIVALENT | ANNUAL SALARY<br>A | % OF TIME<br>ALLOCATED TO<br>GRANT REQUEST<br>B | TOTAL STATE FUNDS REQUESTED (A × B) |     |
|-------------------------|-------------------------|--------------------|-------------------------------------------------|-------------------------------------|-----|
| None                    |                         |                    |                                                 | \$ -                                |     |
|                         |                         |                    |                                                 | \$ -                                |     |
|                         |                         |                    |                                                 | \$                                  | •   |
|                         |                         |                    |                                                 | \$ -                                |     |
|                         |                         |                    |                                                 | \$ -                                | -   |
|                         |                         |                    |                                                 | \$                                  |     |
|                         |                         |                    |                                                 | \$ -                                |     |
|                         |                         |                    |                                                 | \$                                  | -   |
|                         |                         |                    |                                                 | \$ -                                | -   |
|                         |                         |                    |                                                 | \$ -                                | -   |
|                         |                         |                    |                                                 | \$ -                                | •   |
|                         | į.                      |                    |                                                 | \$ -                                | -   |
|                         |                         |                    |                                                 | \$ -                                | • 1 |
|                         |                         |                    |                                                 | \$ -                                |     |
| TOTAL:                  |                         |                    |                                                 | 0.                                  | .00 |
| JUSTIFICATION/COMMENTS: |                         |                    |                                                 |                                     |     |

# **BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES**

| DESCRIPTION<br>EQUIPMENT        |        | NO. OF<br>ITEMS | COST PER |                | TOTAL<br>COST       | TOTAL<br>BUDGETED |
|---------------------------------|--------|-----------------|----------|----------------|---------------------|-------------------|
|                                 |        |                 |          | \$             | -                   |                   |
|                                 |        |                 |          | \$             | -                   |                   |
|                                 |        |                 |          | \$             | -                   |                   |
|                                 |        |                 |          | \$             | -                   |                   |
|                                 |        |                 |          | \$             | _                   |                   |
|                                 | TOTAL: |                 |          |                |                     |                   |
| JUSTIFICATION/COMMENTS:         |        |                 |          |                |                     |                   |
| DESCRIPTION                     |        | NO. OF          | COST PER |                | TOTAL               | TOTAL             |
| DESCRIPTION<br>OF MOTOR VEHICLE |        | VEHICLES        | VEHICLE  | •              | COST                | BUDGETED          |
| DESCRIPTION                     |        |                 |          | \$             | 65,000.00           |                   |
| DESCRIPTION<br>OF MOTOR VEHICLE |        | VEHICLES        | VEHICLE  | \$             | 65,000.00<br>-      | BUDGETED          |
| DESCRIPTION<br>OF MOTOR VEHICLE |        | VEHICLES        | VEHICLE  | \$<br>\$       | 65,000.00           | BUDGETED          |
| DESCRIPTION<br>OF MOTOR VEHICLE |        | VEHICLES        | VEHICLE  | \$<br>\$<br>\$ | 65,000.00<br>-      | BUDGETED          |
| DESCRIPTION<br>OF MOTOR VEHICLE |        | VEHICLES        | VEHICLE  | \$<br>\$       | 65,000.00<br>-<br>- | BUDGETED          |

# **BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS**

|                    |        | FUNDII                    | NG AMOUNT RI              | EQUESTED                 |                       |              |                        |
|--------------------|--------|---------------------------|---------------------------|--------------------------|-----------------------|--------------|------------------------|
| TOTAL PROJECT COST |        | ALL SOURCE<br>RECEIVED IN | S OF FUNDS<br>PRIOR YEARS | STATE FUNDS<br>REQUESTED | OF<br>FUNDS REQUESTED |              | EQUIRED IN<br>NG YEARS |
|                    |        | FY: 2018-2019             | FY: 2019-2020             | FY:2020-2021             | FY:2020-2021          | FY:2021-2022 | FY:2022-2023           |
|                    |        |                           |                           |                          |                       |              |                        |
| PLANS              |        |                           |                           |                          |                       |              |                        |
| LAND ACQUISITION   |        |                           |                           |                          |                       |              |                        |
| DESIGN             |        |                           |                           |                          | į                     | F            |                        |
| DEGIGN             | * ***  |                           |                           |                          |                       |              |                        |
| CONSTRUCTION       |        |                           |                           |                          |                       |              |                        |
| EQUIPMENT          |        |                           |                           |                          |                       |              |                        |
|                    | TOTAL: | 0                         | 0                         | 0                        | 0                     | 0            | 0                      |

# GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: LANAKILA PACIFIC Contracts Total: 3,690,575

|    | CONTRACT DESCRIPTION                                                  | EFFECTIVE<br>DATES  | AGENCY                                                 | GOVERNMENT<br>ENTITY<br>(U.S. / State / Haw /<br>Hon / Kau / Mau) | CONTRACT<br>VALUE |
|----|-----------------------------------------------------------------------|---------------------|--------------------------------------------------------|-------------------------------------------------------------------|-------------------|
| 1  | Medicaid Program - Developmental Disability Waiver                    | Indefinite          | DOH - Developmental Disabilities<br>Division           | State                                                             | Fee for Service   |
| 2  | Elderly Services - Home Delivered Meals,<br>Congregate Dining, Chores | 10/1/19 - 09/30/20  | DCS - Elderly Affairs Division                         | Honolulu                                                          | Fee for Service   |
| 3  | SNAP Outreach Services                                                | 10/1/19 - 09/30/20  | DHS - Benefit, Employment & Support Service Division   | State                                                             | 44,826            |
| 4  | Agency Provided Trips - TLC                                           | 08/05/16 - 02/28/20 | Department of Transportation Services                  | Honolulu                                                          | 306,084           |
| 5  | Vocational and Work Adjustment Training Services                      | 10/1/18 - 09/30/20  | DHS - Vocational Rehabilitation                        | State                                                             | 336,000           |
| 6  | Evaluation and Training                                               | 08/1/19 - 09/30/20  | DHS - Vocational Rehabilitation                        | State                                                             | 340,000           |
| 7  | Grounds Maintenance - Tripler, Wheeler, AMR                           | 10/1/19 - 09/30/20  | DOD - Army                                             | U.S.                                                              | 756,641           |
| 8  | Grounds Maintenance - JBPHH                                           | 10/1/19 - 09/30/20  | DOD - Navy                                             | U.S.                                                              | 280,465           |
| 9  | Grounds Maintenance - NOAA                                            | 01/01/20 - 12/31/20 | National Oceanic and Atmospheric Administration (NOAA) | U.S.                                                              | 155,496           |
| 10 | Food Services - Hale Aina Dining Facility                             | 10/01/19 - 03/31/20 | DOD - Navy                                             | U.S.                                                              | 664,823           |
| 11 | Grounds Maintenance - HiARNG                                          | 09/01/19 - 08/31/20 | DOD - Hawaii Army National Guard                       | State                                                             | 323,047           |
| 12 | Meal Service - Children's Center                                      | 07/01/19 - 06/30/20 | University of Hawaii                                   | State                                                             | 187,705           |
| 13 | Grounds Maintenance - DHHL (summary)                                  | Varies              | Department of Hawaiian Home Lands                      | State                                                             | 122,532           |
| 14 | Custodial Services - DOH (summary)                                    | Varies              | Department of Health                                   | State                                                             | 108,420           |
| 15 | Custodial Services - DOT (summary)                                    | Varies              | Department of Transportation                           | State                                                             | 10,692            |
| 16 | Custodial Services - DPS (summary)                                    | Varies              | Department of Public Safety                            | State                                                             | 34,056            |
| 17 | Custodial Services - DAGS (summary)                                   | Varies              | Department of Accounting and<br>General Services       | State                                                             | 19,788            |