

**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:

Maikai Health Corporation

Amount of State Funds Requested: \$ 200,000

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

To expand access to affordable and quality dental services for the socioeconomically underserved East Hawaii Island residents. Primarily focusing on residents of public housing, as well as QUEST insured and under- and uninsured residents.

Amount of Other Funds Available:

State:                      \$ \_\_\_\_\_

Federal:                      \$ \_\_\_\_\_

County:                      \$ \_\_\_\_\_

Private/Other: \$ \_\_\_\_\_

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

\$ 0

Unrestricted Assets:

\$ 622,187.<sup>00</sup>

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:

868 Ululani Street, Suite 102

City:    State:    Zip:

Hilo    HI    96720

**Contact Person for Matters Involving this Application**

Name:  
Dr. Misty Pacheco

Title:  
Acting Chief Executive Officer

Email:  
misty.pacheco@maikaihealth.org

Phone:  
808-854-4580

Federal Tax ID#:

██████████

State Tax ID#

██



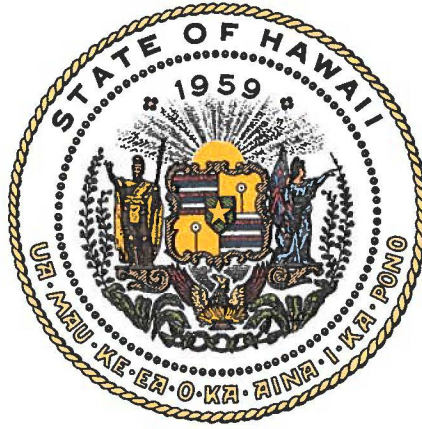
Authorized Signature

Misty Pacheco, Acting CEO

Name and Title

15 January 2020

Date Signed



## 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

#### MAIKA'I HEALTH CORPORATION

was incorporated under the laws of Hawaii on 10/07/2019 ; 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 08, 2020

Director of Commerce and Consumer Affairs

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

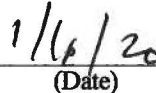
Maika'i Health Corporation

\_\_\_\_\_  
(Typed Name of Individual or Organization)

  
(Signature)

Dr. Misty Pacheco

\_\_\_\_\_  
(Typed Name)

  
(Date)

Acting CEO

\_\_\_\_\_  
(Title)

## 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)**

Certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2019 attached.

#### **2. Declaration Statement**

Declaration statement affirming its compliance with Section 42F-103, Hawaii Revised Statutes attached.

#### **3. Public Purpose**

Maika'i Health Corporation confirms that the funding from this grant opportunity will be used for a public purpose pursuant to Section 42F-102, Hawaii Revised Statutes.

### **II. Background and Summary**

#### **1. Applicant's Background**

Maika'i Health Corporation (Maika'i Health) is a Hawai'i registered non-profit corporation and subsidiary of Hui Kahu Mālama, a Hawai'i non-profit corporation, recognized as an IRS Section 501(c)(3) non-profit corporation. Established by a group of Hawaii Island private practice medical providers under the Hui Kahu Mālama, Maika'i Health was established in 2019 to further expand health care access for all in East Hawai'i. Maika'i Health, assumed management of a private outpatient medical clinic that has been in practice for over 34 years in Hilo and is converting the private practice into a non-profit community health center and expanding its services to include dental and pharmacy services.

The Mission of Maika'i Health is "to be the patient-centered healthcare home that is accessible for all and be the center of healthcare learning excellence in East Hawai'i".

#### **2. Goals and Objectives (related to request)**

The funding support through the Grant-in-Aid will advance Maika'i Health's expansion to increase access to health care service for the medically underserved in East Hawaii, with a special focus on public housing residents by adding dental care and pharmacy services to the health center's spectrum of services.



The goal will be achieved by the following objectives:

- Secure dental clinic space of a retiring dentist looking to donate location to Maika'i Health.
- Renovate location to update and expand clinic to a 3-chair dental operatory space and add pharmacy services to the space.

### **3. Public Purpose and Need to be Served**

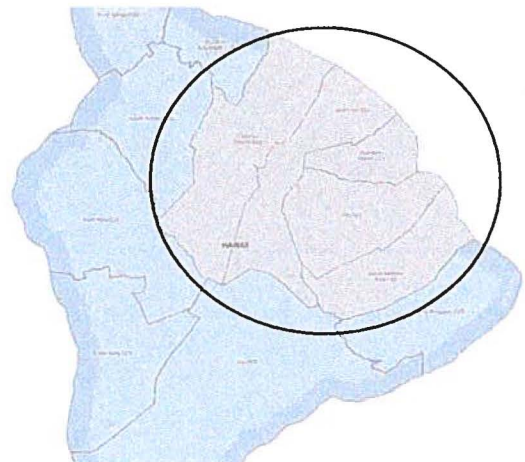
The purpose of this grant is to support facilitate the expansion of outpatient health services, including dental and pharmacy, for the medically underserved in East Hawaii, specifically focusing on easing access to timely health care services for public housing residents.

### **4. Target Population to be Served**

The program's target population is the residents of East Hawai'i – lower Hāmākua, Hilo, and upper Puna districts – who are medically underserved, living in poverty, and/or are public housing residents. According to the U.S. Census, there are currently 37,676 residents in our target population who are living 185% below Federal Poverty Level (FPL), and if those 35,345 are either uninsured or are Med-Quest/Medicare recipients. In addition, there are 370 family public housing units located in East Hawai'i that no health care organization has directly engaged to expand access to care.

### **5. Geographic Coverage**

Maika'i Health's primary market comprises of three of the nine Hawai'i County Districts – Hilo, Hāmākua, and Puna. The geographic region is a federally designated Health Professional Shortage Area and Medically Underserved Area/Population.



According to the U.S. Census, the estimated population of the target region is 93,328, with a median household income of \$50,321, and 20% of the population living below 150% and below FPL.

## **III. Service Summary and Outcomes**

### **1. Scope of Work, Tasks and Responsibilities**

This GIA request is for \$200,000 and will cover the cost of renovation an outdated dental clinic to a 3-chair dental operatory, including updating obsolete equipment; and adding a pharmacy as well.

- The dentist and pharmacy technician will be responsible for oversight of the renovations to establish dental and pharmacy services. They will also be responsible for coordinating with the appropriate staff and community partners to to growth these services, including outreaching to the underserved populations and public housing residents.

**2. Projected Annual Timeline**

Maika'i Health is in the process of securing the donation of the dental practice that we intent to renovate to accommodate our goal and objectives.

- It is expected that dental service expansion will be completed and the dentist will be providing services by December 31, 2020.
- Pharmacy services will be added to scope by August 1, 2020 and the pharmacy technician will be able to start dispensing by December 31, 2020.

**3. Quality Assurance and Evaluation**

Maika'i Health will continually monitor and assess timeliness of activities through specific benchmarks tied to the renovation timeline and expectation of initial patient encounters. Evaluation will be accomplished internally through assessments and externally through stakeholder discussions and compliance with timelines. Outcomes will be evaluated and activities will be adjusted as necessary to keep delays to a minimum and ensure that the renovation will facilitate the delivery of quality care in a safe and secure setting.

**4. Measure(s) of Effectiveness**

The following outcomes are expected from this program.

- Dental care and pharmacy services added to spectrum of services offered by health center by December 31, 2020.
- At least 20% of those patients accessing dental services are public housing residents.

**IV. Financial**

**Budget**

- 1. Required budget forms are attached.**
- 2. Anticipated Quarterly Funding Requests for the Fiscal Year 2021**

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$100,000	\$100,000	\$0	\$0	\$200,000

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

Maika'i Health will seek other sources of funding to fulfill its goals for sustainability and growth. The organization has submitted a package for federal rural clinic recognition and expects to submit grant requests to private and public foundations in 2020 and 2021 to support its strategy for growth.

- 4. No federal or state tax credits associated with the program request.**
- 5. No federal, state, and county government contracts, grants, and grants in aid it was granted within the prior three years and does not anticipate receiving any for fiscal year 2021 for program funding.**
- 6. Balance of Unrestricted Assets as of December 31, 2019:  
\$622,187.00**

## **V. Experience and Capability**

### **1. Necessary Skills and Experience**

Although relative new to the market, Maika'i Health has the necessary skills and dedication to effectively manage this program and ensure sustained growth. As of February 1, 2020, Maika'i Health will comprise of five (5) paid staff members (including two providers, a nurse, and administration staff) who previously donated their time to establishing Maika'i Health. In addition, Maika'i Health will have six (6) health care professionals who will continue volunteering their time to ensure Maika'i Health grows and succeeds in its mission. By the end of this program year, Maika'i Health expects to retain thirteen (13) paid staff and six (6) professional volunteers.

Chief Executive Officer (Acting): Has over fifteen year experience in public health and administration of developing, implementing, and providing compliance oversight of community-based programs.

Chief Medical Officer: Is a certified and licensed provider in the State of Hawaii and has over 34 years of experience providing primary medical care in East Hawai'i.

### **2. Facilities**

Maika'i Health's assumed a private practice clinic that consists of four medical exam rooms, a reception area, and office. This clinic is located in the heart of Hilo and has room for growth. This clinic will continue as Maika'i Health's primary care location and Maika'i Health is in discussions with a dentist who is planning on retiring and wants to donate his practice to Maika'i Health. We anticipate that acquiring this secondary

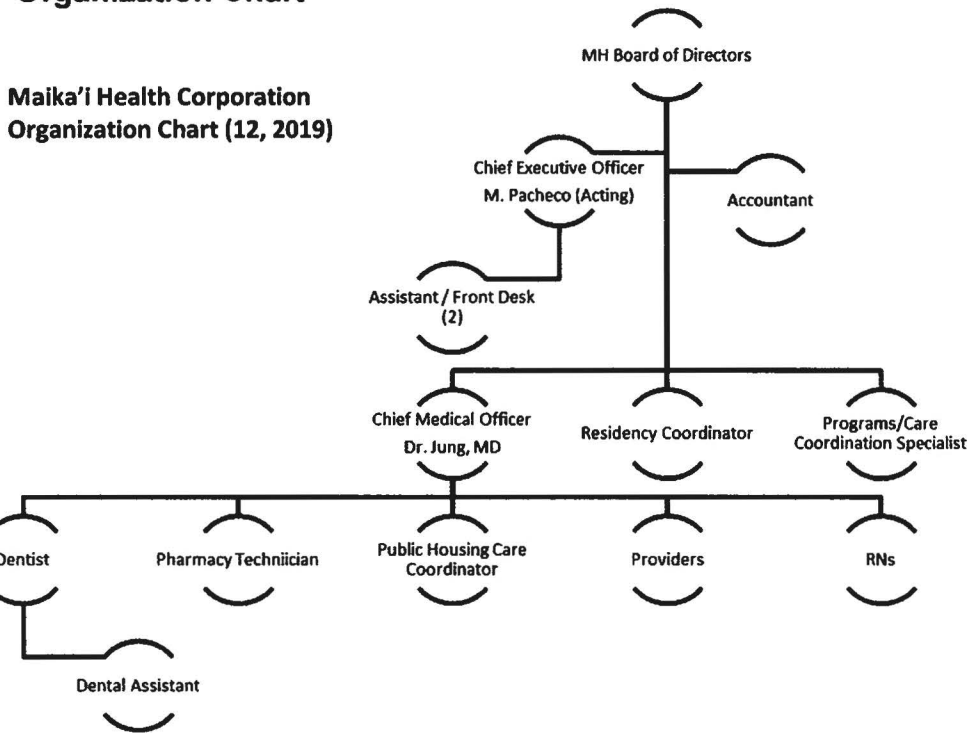
location right up the street of the primary clinic will be successful and finalized by June 2020. This secondary clinic location will house Maika'i Health's dental practice and pharmacy services.

**VI. Personnel: Project Organization and Staffing**

**1. Proposed Staffing, Staff Qualifications, Supervision and Training**

By the end of this program year, Maika'i Health expects to have a total of twelve (12) paid staff members, in addition to its volunteers. The staffing structure will consist of one (1) MD who will also be the Chief Medical Officer, one (1) APRN, two (2) nurses, (1) dentist, (1) dental assistant, one (1) programs/care coordination specialist who will provide monitoring and regular reporting to ensure quality assurance, one (1) residency coordinator who works with the University of Hawaii to grow residency partnership with the clinic, one (1) accountant, one (1) pharmacy technician, one (1) public housing care coordinator will lead activities to engage public housing residents to access health care services, and two (2) front desk/assistant.

**2. Organization Chart**



**3. Compensation**

Maika'i Health Corporation is newly established by a group of eleven (11) professionals with extensive experience in the health care sector who have been volunteering their time to ensure Maika'i Health has a strong foundation for growth and sustainability. Maika'i Health expects to retain several of the volunteers as paid staff in February 2020. The following is the expected compensation for the top three positions.



Chief Executive Officer, \$80,000 per annum.  
Chief Medical Officer, \$120,000 per annum.  
Dentist, \$100,000 per annum.

## **VII. Other**

### **1. Litigation**

No active or pending litigation.

### **2. Licensure or Accreditation**

Maika'i Health is licensed in the State of Hawai'i and its medical providers are licensed in the State of Hawai'i.

### **3. Private Educational Institutions**

Not applicable.

### **4. Future Sustainability Plan**


Maika'i Health will not request future GIA funding for the positions requested in this application.

Operational funding will be supported by patient revenues and other program contracts to serve the health care needs of special populations and the underserved. Receiving this GIA funding will support the renovation of an old dental clinic space so that Maika'i Health can add dental and pharmacy to its spectrum of services. If Maika'i Health does not receive GIA funding for this program, the opportunity to update the outdated dental practice donation and adding dental and pharmacy services to our scope of services will be jeopardized.

## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2020 to June 30, 2021

Applicant: Maika'i Health Corporation

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
<b>A. PERSONNEL COST</b>				
1. Salaries				
2. Payroll Taxes & Assessments				
3. Fringe Benefits				
<b>TOTAL PERSONNEL COST</b>				
<b>B. OTHER CURRENT EXPENSES</b>				
1. Airfare, Inter-Island				
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies				
7. Telecommunication				
8. Utilities				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
<b>TOTAL OTHER CURRENT EXPENSES</b>				
<b>C. EQUIPMENT PURCHASES</b>	<b>150,000</b>			
<b>D. MOTOR VEHICLE PURCHASES</b>				
<b>E. CAPITAL</b>	<b>50,000</b>			
<b>TOTAL (A+B+C+D+E)</b>	<b>200,000</b>			
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	200,000	Dr. Misty Pacheco	(808) 854-4580	
(b) Total Federal Funds Requested	0	Name (Please type or print)	Phone	
(c) Total County Funds Requested	0		15-Jan-20	
(d) Total Private/Other Funds Requested	0	Signature of Authorized Official	Date	
<b>TOTAL BUDGET</b>	<b>200,000</b>	Dr. Misty Pacheco    Acting CEO		
		Name and Title (Please type or print)		

## BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2020 to June 30, 2021

Applicant: Maika'i Health Corporation

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
<b>TOTAL:</b>				
<b>JUSTIFICATION/COMMENTS:</b>				

## BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2020 to June 30, 2021

Applicant: Maika'i Health Corporation

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
ADEC INSPIRE treatment console	3.00	\$8,200.00	\$ 24,600.00	\$ 24,600.00
ADEC 332 Radius style delivery Unit	3	\$14,500.00	\$ 43,500.00	\$ 43,500.00
Planmeca Pro-one Digital Panoramic X-Ray	1	\$28,000.00	\$ 28,000.00	\$ 28,000.00
Scan X duo intraoral imaging	1	\$9,400.00	\$ 9,400.00	\$ 9,400.00
JB-70 intraoral x-ray system w/ 76" arm	3	\$3,800.00	\$ 11,400.00	\$ 11,400.00
Statim 5000 G4	1	\$6,500.00	\$ 6,500.00	\$ 6,500.00
ADEC 311 dental chairs	3	\$6,800.00	\$ 20,400.00	\$ 20,400.00
M11 Autoclave sterilizer	1	\$6,200.00	\$ 6,200.00	\$ 6,200.00
<b>TOTAL:</b>	<b>15</b>		<b>\$ 150,000.00</b>	<b>\$ 150,000.00</b>

JUSTIFICATION/COMMENTS:

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
Not applicable.			\$ -	
			\$ -	
<b>TOTAL:</b>				

JUSTIFICATION/COMMENTS:



## BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2020 to June 30, 2021

Applicant: Maika'i Health Corporation

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			\$ 50,000			
EQUIPMENT			\$150,000			
<b>TOTAL:</b>			<b>\$200,000</b>			
<b>JUSTIFICATION/COMMENTS:</b>						
Construction costs will consist of renovating an dental practice space that has been sitting empty for over a year to accommodate a 3-chair dental operator.						

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

Applicant: Maika'i Health Corporation

Contracts Total: -

	<b>CONTRACT DESCRIPTION</b>	<b>EFFECTIVE DATES</b>	<b>AGENCY</b>	<b>GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)</b>	<b>CONTRACT VALUE</b>
1	Not Applicable.				
2					
3					
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