

**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:

Amount of State Funds Requested: \$ 772,190

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

The purpose for this grant is to support MEDB's efforts to make necessary capital improvements to its Ke Alahele Center. The building's purpose is to support economic diversification efforts by providing infrastructure to grow the innovation sector of Maui County's and the State of Hawaii's economy.

Amount of Other Funds Available:

State: \$ _____
Federal: \$ _____
County: \$ 26,897
Private/Other: \$ 21,796

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

\$ 620,000
Unrestricted Assets:
\$ 2,985,054

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:

1305 N. Holopono Street, Suite 1
City: Kihei State: HI Zip: 96753

Contact Person for Matters Involving this Application

Name: Leslie Wilkins

Title: President and CEO

Email: leslie@medb.org

Phone: 808-875-2300

Federal Tax ID#: XXXXXXXXXX

State Tax ID# XXXXXXXXXX



Authorized Signature

Leslie Wilkins, President and CEO

Name and Title

Jan 15, 2020

Date Signed

received
1/17/20 DC 1:25 pm

GIA Application

I. Certification

1. Certificate of Good Standing (DCCA)

See Attachment 1.

2. Declaration Statement (compliance with Section 42F-103)

See Attachment 2.

3. Public Purpose (pursuant to Section 42F-102)

(1) The name of the requesting organization or individual:

Maui Economic Development Board, Inc. (MEDB)

(2) The public purpose for the grant:

The purpose for this grant is to support MEDB's efforts to make necessary capital improvements to the *Ke Alahele* Center. The building's purpose is to support economic diversification efforts by providing infrastructure to grow the innovation sector of Maui County's and the State of Hawaii's economy.

(3) The services to be supported by the grant:

The requisite operational space to support a 70-unit server farm and other high-end technology for Pacific Disaster Center's (PDC) development and deployment of disaster preparedness, risk management and mitigation tools, community resiliency, and global climate change software solutions. It will further support workshops and hands-on skill building in business development, seminars and networking for startups to growth companies focusing on high wage/high growth job creation. These business development services work in concert with STEM education and workforce development, educator professional development, and entrepreneurship training.

(4) The target group:

The target group for this grant will be the greater public of Maui County and the State of Hawaii, with global export of technology solutions.

(5) The cost of the grant and the budget:

Grant: \$772,190

Total Budget: \$820,884

II. GIA Background and Summary

1. Background

Maui Economic Development Board, Inc. (MEDB) is a 501c (3) non-profit organization that has been a catalyst for innovative economic development in Maui County since its founding in 1982. The driving force in establishing MEDB was to work towards ways to strengthen and diversify Maui County's economic base. MEDB envisions lives fulfilled in a vibrant economy, with the mission to lead and inspire innovation in business, education and community. Our work delivers on a myriad of programs that seek to transform lives and businesses around a more balanced economy. Over the last 38 years, MEDB has brought together a wide range of interests – private, public, non-profits and individuals – to identify, target, and help develop sectors which offer meaningful, high-wage careers for our residents and to promote civic engagement and community planning in Maui County.

MEDB led and was closely involved in the development of Maui's existing technology infrastructure, including the Maui Research & Technology Park, Maui Research & Technology Center, and Maui High Performance Computing Center. In addition to physical infrastructure, MEDB is a recognized leader in developing and delivering successful programs in business incubation, business attraction/retention, aligned with workforce development. The organization's priority focus of preparing a trained resident workforce for 21st century technology employment opportunities is demonstrated by its management of a \$2 million public/private portfolio designated for STEM education/training/workforce readiness. As the founder of a national pilot and demonstration project to bring more women and under-represented groups into the technology pipeline, MEDB is working to assure that all Hawai'i students have access to the training to compete for high skilled/high paying technology-based employment.

MEDB's most recent achievements and highlights include launching and convening the Maui County Healthcare Partnership; hosting the internationally recognized AMOS Conference and Hawaii STEM Conferences; extending MEDB's STEMworks™ program to over 32 schools across Hawaii providing state-of-the art tools and training to students and teachers; bringing Code.org to Hawaii; launching EMER-GEN, a young professional development program; extending our business technical assistance via workshops and customized consultations, and updating the Focus Maui Nui visioning process using data-driven metrics.

Ke Alahele Center: In 2006, with a mix of public/private grant funding and local bank financing, MEDB completed most of the construction and build-out of the then 31,000

square foot *Ke Alahele* Center in the Maui Research & Technology Park. The building's name: *Ke Alahele* was given to MEDB by Kumu Hula Hōkūlani Holt-Padilla, which means "pathway." MEDB strives throughout its programs to build pathways to shared economic prosperity for all Maui County residents.

This building currently supports over 85 full-time jobs and has served as an incubation and training center for small technology businesses, teachers, and students. Building tenants include Pacific Disaster Center, Pacific IT Support, Hawaiiana Property Management, with 3,400 sq. ft. serving as MEDB's home and an additional 1,500 sq. ft. dedicated to the Malcolm Center community training facility.

Through a grant made in 2009 from the U.S. Economic Development Administration (EDA) Global Climate Change Mitigation Incentive Funds program, MEDB's *Ke Alahele* Building achieved **Existing Building LEED status in 2014**, fulfilling the grant funding purpose of improving the energy and environmental efficiencies of MEDB's facility by conducting audits, implementing structural and procedural improvements, and maximizing efficacy by involving and educating the building tenants.

Immediate Need: In the summer of 2019, MEDB commissioned a **Reserve Study** from Hawaii Inspection Group (HIG), given concerns about anticipated repairs for growing building infrastructure issues. HIG conducted an in-depth field inspection to verify existing conditions and excerpts from the Reserve Study. It is apparent from the analysis that there are critical components that are of immediate concern: The original HVAC units need replacing now to assure climate control for the optimal operation and life of the high-end technology housed within the public serving organizations' offices, as well as replacing freon-based systems. The original roof is beyond its projected life and needs replacing.

2. Goals and Objectives

The funding requested by this GIA CIP grant will enable MEDB to achieve the goal of meeting urgent building infrastructure needs so that we can fulfill our mission of public benefit and program delivery to better serve our community and lead innovation in our economy, not just for Maui County but also statewide.

MEDB's now 33,345 square-foot (includes 2016 addition), single-story *Ke Alahele* Building located in the Kihei Research and Technology (R&T) Park began construction in 2004 and was opened in 2006. Built on a 2.8-acre site, it is zoned as Industrial and currently has 11 separate office spaces. Located in the sunny, hot and tropical climate of

Kihei, Maui, infrastructure elements such as the roof and HVAC system are now at the end of their initial, realistic functional timespan. MEDB has been prudent in setting aside reserve funds, but with tenant occupancy rates low -- approx. 65%, reflecting the depressed commercial office space market – it is vital that we keep our strategic reserves strong to maintain the liquidity needed to meet our mortgage payment of \$35,230 per month to American Savings Bank, who financed the property under Community Reinvestment Act guidelines.

Specific objectives of this grant are to:

- Replace 9 freon-based HVAC systems located in the non-profit office suites;
- Replace the building roof, including under PV solar arrays, requiring lift and re-installation;
- Install Automated External Defibrillators (AEDs) in the 3 non-profit office suites;
- Activate fiber-optic service in the Malcolm Training Center space to meet bandwidth requirements for increasing technology needs and replace dilapidated furniture;

The original intent of the *Ke Alahele* building was to increase MEDB's ability to further invest in economic diversification and workforce development. One of the building's original tenants—Pacific Disaster Center (PDC), a 501 (c) 3 entity, which rents approximately 12,000 square feet of space—entrusts MEDB with the careful management of the space. PDC is an applied science, information and technology center, working to reduce disaster risks and impacts on life, property and economies throughout Hawaii and worldwide. They employ 50 technical team members developing and deploying risk reduction and global climate change mitigation software applications in GIS and A.I. They work to hire Hawaii-based talent through internships and career awareness building. Their average annual employee wages are \$100,000 per year. Their office suite houses over 70 high-tech servers which require consistent, round the clock cooling and safeguard from harsh environmental elements. Replacing the roof and the HVAC systems would ensure this protection.

In 2009, SB 727 was passed where employers were encouraged to implement an AED program and provide an AED at the place of business. The *Ke Alahele* building currently houses about 85 full-time employees. There are 11 units within the building, some available for immediate lease. The installation of AEDs, Automated External Defibrillators, in each unit will ensure the greater good of public safety; especially in the Malcolm Center, the building's public meeting space that is available for rent. Research shows that having immediate access to CPR and an AED, when someone is experiencing a heart related episode and used correctly, will increase that person's chance of survival by 80%.

The Malcolm Center is a comprehensive audio, visual, and web conferencing meeting space available to the public. With the increase of usage in wireless bandwidth

throughout the Research and Technology Park, disruptions, due to network overcrowding, can occur at very inopportune times. When the *Ke Alahele* building was in construction, fiber optic cable was laid for possible hardwire, quick, network connection. However, budgetary constraints prohibited this from happening at the start. MEDB is at a critical juncture where Malcolm Center use can increase with better, faster, and more reliable fiber optic capabilities. Also of concern is the run-down furniture currently in use for meetings. It would be an ideal time to replace it with more technologically accommodating equipment, making it more functional.

3. The Public Purpose and Need to be served

Sustainable economic development is the public purpose and need that MEDB has addressed for over 38 years. Attracting a diverse clientele, MEDB programs build the human capital necessary for the long-term growth and prosperity of our community. The construction of the Ke Alahele Center, which houses these programs and services, was an important addition toward that effort.

See Attachment 7 showing the proposed project alignment with the **U.N. Sustainable Development Goals**.

4. Target Population to be served

MEDB acts locally with a statewide reach. We serve all communities in our tri-isle county: Maui, Lana'i, and Moloka'i and have programmatic reach across the state. Our business development programs assist business of all sizes – from startups to mature companies – and thousands of students and teachers across the state. We continue to expand our 20-year leadership role in STEM (Science, Technology, Engineering and Math) education and workforce preparation. Together with our Conference programs in Energy, Aerospace, Small Business, and STEM, and our role as convener of community voices, we reach tens of thousands statewide.

MEDB's facilities serve a variety of clientele with different needs – small businesses and fledgling entrepreneurs, teachers seeking professional development within MEDB sponsored programs in Science, Technology, Engineering and Mathematics (STEM), students engaging in MEDB sponsored STEM programs and work-based learning initiatives.

5. Geographic Coverage

The *Ke Alahele* building is located in the Maui Research & Technology Park in Kihei, Maui, Hawaii. The building is situated on 2.8 acres of land and is a one-story 33,345

square foot structure. The non-profit tenants within the facility serve community, education, academia, government, businesses and the non-profit sectors throughout Maui County and the State of Hawaii. In particular PDC's technology tools are reducing disaster risk at home and around the world. Their applications were exported to 15 nations across the globe in 2018-2019. See Attachment 8 PDC Letter of Support.

III. Service Summary and Outcomes

1. Scope of work, Tasks and Responsibilities

- A. HVAC system. Much of the 15-year old system, which is freon based, is at, or close to, the end of its expected life. Freon based systems are being phased out to meet environmental standards, with freon scheduled for complete ban by 2020. To be compliant and maintain our commitment to energy efficiency, we are proposing to replace the units in our building. Replacement of the HVAC systems is estimated at an average of \$51,645 per unit, inclusive of equipment, installation, and materials (plus new thermostats), corrosion coating application, and proper disposal of outdated equipment. The *Ke Alahele* Building has eighteen units that need replacing, but only nine replacements are included in this proposal, which service the office spaces of the non-profit public-serving tenants: MEDB, Pacific Disaster Center, and the Malcolm Training Center. Total projected cost for nine units is \$464,805. (This pricing is based on a professional estimate provided by Dorvin D. Leis Co., Inc. See Attachment 9. Please note that a formal RFP will be issued upon grant award and Uniform Guidelines will be followed for fair and open procurement.) MEDB is committed to using its Reserves and other private sources to replace the other nine HVAC units as these office spaces become occupied by rental income paying tenants.
- B. Roof. The Reserve Study recommended immediate replacement of the existing roof, which also involves the removal and reinstallation of the existing PV panel structures. The estimated cost is \$220,000. (This estimate is based on Reserve Study recommendations plus market research.)
- C. Automated External Defibrillators (AEDs). Early CPR and defibrillation are an integral part of providing lifesaving aid to people suffering sudden cardiac arrest. Installing AEDs is a workplace best practice that MEDB supports. The estimated cost for installation and training for the three aforementioned non-profit office spaces (at \$2,304 per unit) is \$6,912.
- D. Malcolm Training Center Connectivity and Upgrade. The Malcolm Training Center has existing fiber-optic connections. We are requesting funding support for its activation to

increase and sustain stable bandwidth speeds needed to support the HVAC and PVC systems as well as the technology use in the non-profit, public-serving suites. Estimated costs are \$28,250 for hardware upgrades, service, and installation and \$9,000 for replacement office furniture.

2. Projected Annual Timeline for Accomplishing Outcomes of Service

Upon contract execution, MEDB will begin the procurement and implementation phases as outlined below in the proposed 4 Quarter Timeline:

Quarter 1:

- RFP development and public distribution for the HVAC system replacements and roofing contractors
- Selection of winning bids and contract execution

Quarter 2:

- Installation of new roof
- Upon roof completion, begin HVAC replacements

Quarter 3:

- Continue and complete HVAC replacements

Quarter 4:

- Install Malcolm Center bandwidth upgrades
- Procure Malcolm Center Furniture replacements
- Procure AED equipment and facilitate training for appropriate staff at MEDB and PDC

3. Quality Assurance and Evaluation Plans

The *Ke Alahele* Building was built in compliance with the U.S. Department of Commerce federal rules and regulations. MEDB is independently audited annually in accordance with U.S. Government A-133 audit rules and regulations and will follow all Uniform Guidelines for fair and open procurement. The building is subject to county and state law, and Maui Research & Technology Park Covenants, Codes, and Restrictions. Along with the area specific construction and improvement team, an MEDB Program Director is assigned to oversee the project and assure compliance with all regulations. Upon completion, all infrastructure improvements will be subjected to professional inspection with final approval by MEDB's Board of Directors Building Committee.

4. Measures of Effectiveness to be reported

Ke Alahele Building HVAC – Reduction in the number of reported malfunctions, which require expensive service calls regarding air conditioning and temperature control. Adherence to environmental standards, by replacing outdated freon-based units.

Ke Alahele Building Roof – Potential savings in insurance and other liability costs due to partial or catastrophic failure of the roofing infrastructure.

Malcolm Center –The number of activities and services provided to those groups serviced by MEDB and PDC programs, the number community groups and government agencies utilizing the facility, reduction in user disruptions regarding internet connectivity instability. Increased and stable bandwidth will allow both training and use of graphic intensive applications like GIS, Creative Media and Film, A.I., and Virtual Reality.

AED – Proper installation and effective training of building tenants in the use of the device has potential to save lives.

IV. Financial

1. Budget Forms

See Attachment 3.A. - Budget Request by Source of Funds

See Attachment 3.B. - Personnel Salaries and Wages

See Attachment 3.C. - Equipment and Motor Vehicles

See Attachment 3.D. - Capital Project Details

2. Anticipated Quarterly Funding Request for FY 2021

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$354,000	\$235,000	\$126,000	\$57,190	\$772,190

3. List of Other Sources of Funding sought for FY 2021

See Attachment 4.

4. List of all State and Federal tax credits granted within last 3 years

Not Applicable.

5. List of all Federal, State and County contracts, grants and GIA granted within last 3 years and will be receiving in FY 2021

See Attachment 5.

6. Balance of unrestricted current assets as of 06/30/2019 (audited)

\$2,985,054

V. Experience and Capability

1. Necessary Skills and Experience

Over its 38-year history, MEDB has developed the Maui Research & Technology Park, and led the development of the Maui Research & Technology Center. MEDB has devised, implemented and managed complex projects and programs related to real estate development, capital construction, then subsequently leveraged the established infrastructure for economic development. Over the years, MEDB has managed multi-million dollar federal contracts with the US Departments of Labor, Education, Agriculture and Commerce, as well as state, county and private sector grants and contracts.

2. Facilities

The *Ke Alahele* Center is a 33,345 square foot one-story structure with 11 office spaces of varying size. The Malcolm Center, 1,500 square feet, is located within the *Ke Alahele* building and offers public meeting conference and training facilities. It includes a kitchenette as well as AV and web access needs. The building and meeting space comply with all ADA requirements.

VI. Personnel: Project Organization and Staffing

1. Proposed Staffing, Staff Qualifications, Supervising and Training

MEDB is a non-profit, 501(c) 3 organization which holds 38 years of experience in program development and implementation to help diversify Hawaii's economy and build the requisite resident trained workforce. It is led by a 33-member Board of Directors from the state's most recognized leaders in industry, government, academia, and community organizations. Its skilled 21-member staff manages a complex project portfolio in economic and workforce development, with a funding base from federal, state, county, and private industry and community investments.

Leslie Wilkins is the Maui Economic Development Board, Inc., President & CEO, now in her 20th year with the organization. She has grown a Maui-based STEM pilot project to a statewide program recognized nationally. She has served as the Principal Investigator for MEDB’s federal, state, and county funded grants for the past 20 years.

She further serves as chair of the Hawaii State Workforce Development Council, the Maui County Workforce Board, and the immediate past chair of the Hawaii State Commission on the Status of Women.

MEDB’s executive team will oversee this project without charging to the proposed state GIA funding.

Management team for the proposed project:

John Harrison is the Program Director of Research and Analysis for MEDB, a position he has held for 11 years. He holds two Economics degrees (B.A., Oxford University and M.A. University of Sussex, UK). John was the Project Director for a previously awarded MEDB EDA grant to improve the *Ke Alahele* Center where he oversaw the successful implementation and compliant completion of that project.

Cari Gerard is the Executive Assistant to Leslie Wilkins, MEDB’s President and CEO. She is the *Ke Alahele* Center point of contact for all lessees and oversees general building maintenance.

Leilani Ventura is a Project Assistant for MEDB and is the communication liaison and logistics manager for the Malcolm Center. She was born and raised on Maui and obtained a BA in Health Care Administration from University of West Oahu and Nurses’ Aide certification from UH Maui College.

2. Organization Chart

See Attachment 6.

3. Compensation (3 top earners in organization)

President & CEO, Vice President, and Program Director: \$90,000 - \$138,000

VII. Other

1. Litigation (if any)

Not Applicable.

2. Licensure or Accreditation

MEDB has in the past and will continue to retain licensed architects, consultants and contractors on the project. All retained contractors and their sub-contractors will be bonded, and in good standing with county, state, and federal regulatory bodies and will pay documented Davis-Bacon “prevailing” wages.

3. Private Educational Institutions (as beneficiary)

Not Applicable.

4. Future Sustainability Plan

MEDB has successfully managed construction, maintenance, and ownership of the *Ke Alahele* Center since the land was acquired in 2004 and the building opened in 2006. Once immediate infrastructure needs are completed with the hoped-for support of this grant, MEDB will be able to continue its successful building management and maintenance through increasing Reserve Funding. As noted previously, MEDB commissioned a Reserve Study last fall to assess our maintenance needs and make recommendations for appropriate Reserve Funding amounts to address the projected maintenance and repair costs. In response, MEDB will implement the study’s recommendation to commit an additional \$1,000 per month to its existing \$3,000 per month, bringing the monthly Reserve Commitment to \$4,000 per month. The proposed grant to support immediate large ticket items, like the HVAC systems and roof, will prevent MEDB from needing to drain its current \$400,000 in building reserves to minimal levels and assure that our Reserve balances can sustain future maintenance projections and the required improvements in the commercial spaces.

MEDB has also developed a marketing plan to lease more space to increase rental income. Currently we have 10,000 square feet available that can be reconfigured to meet different tenant space needs. Due to the soft commercial real estate market, particularly in South Maui, we have been advised by our auditors to maintain unrestricted cash and liquidity to assure adequate debt service ratios with our mortgage covenants.



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

MAUI ECONOMIC DEVELOPMENT BOARD, INC.

was incorporated under the laws of Hawaii on 04/26/1982 ; 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

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.

Maui Economic Development Board, Inc.
(Typed Name of Individual or Organization)


(Signature)

January 15, 2020
(Date)


Leslie Wilkins
(Typed Name)

President and CEO
(Title)

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2020 to June 30, 2021

Applicant: Maui Economic Development Board, Inc.

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	23,040		19,080	13,500
2. Payroll Taxes & Assessments	2,339		1,937	2,056
3. Fringe Benefits	7,100		5,880	6,241
TOTAL PERSONNEL COST	32,479		26,897	21,796
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	1,000			
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies				
7. Telecommunication				
8. Utilities				
9. AED Equipment and Training	6,912			
10. Malcolm Training Center Upgrades	37,250			
11. Indirect Costs <i>(calculated at 30% of personnel only)</i>	9,744			
TOTAL OTHER CURRENT EXPENSES	54,906			
C. EQUIPMENT PURCHASES	464,805			
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL	220,000			
TOTAL (A+B+C+D+E)	772,190		26,897	21,796
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	772,190	Michelle Cocca	808-875-2388	
(b) Total Federal Funds Requested		Name (Please type or print)	Phone	
(c) Total County Funds Requested	26,897		1/15/2020	
(d) Total Private/Other Funds Requested	21,796	Signature of Authorized Official	Date	
TOTAL BUDGET	820,884	Leslie Wilkins, President and CEO		
		Name and Title (Please type or print)		

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2020 to June 30, 2021

Applicant: Maui Economic Development Board, Inc

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
HVAC Air Conditioning Unit, Suite 1 (MEDB)	2	\$51,645.00	\$103,290.00	103,290.00
HVAC Air Conditioning Unit, Suite 2 (Pacific Disaster Center)	6	\$51,645.00	\$309,870.00	309,870.00
HVAC Air Conditioning Unit, Suite 5 (Malcolm Training Center)	1	\$51,645.00	\$51,645.00	51,645.00
			\$0.00	-
			\$0.00	-
TOTAL:	9		\$ 464,805.00	464,805.00

JUSTIFICATION/COMMENTS:

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

JUSTIFICATION/COMMENTS:

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2020 to June 30, 2021

Applicant: Maui Economic Development Board,

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	87,818		220,000			
EQUIPMENT	9,320	10,849	464,805			
TOTAL:	97,138	10,849	684,805	-	-	-
JUSTIFICATION/COMMENTS:						

Other Sources of Funding Sought for FY2021

Applicant: Maui Economic Development Board, Inc.

	Project DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	Proposed VALUE
1	STEMworks Program	7/1/20-6/30/21	AFRL (sub-NM Tech)	U.S.	100,000
2	STEMworks Program	7/1/20-6/30/21	ONR	U.S.	650,000
3	Maui Film Festival FY21	7/1/20-6/30/21	HTA	State	75,000
4	Economic Diversification + STEM Workforce Developme	7/1/20-6/30/21	County of Maui	Mau	875,000
5	Maui Film Festival FY21	7/1/20-6/30/21	County of Maui	Mau	100,000
6	Ka Ipu Kukui FY21	7/1/20-6/30/21	County of Maui	Mau	25,000
7	MHS Automotive Program FY21	7/1/20-6/30/21	County of Maui	Mau	45,000
8	Maui County Health Sector Partnerships FY21	7/1/20-6/30/21	County of Maui	Mau	50,000
9	STEMworks Program (AFTERschool)	7/1/20-6/30/21	County of Maui	Mau	200,000
10	HI STEM Conference	7/1/20-6/30/21	Various Private Sponsors		50,000
11	Ke Alahele Education Fund	7/1/20-6/30/21	Various Private Sponsors		275,000
12	AMOS Conference	7/1/20-6/30/21	Various Private Sponsors		900,000
13	Hawaii Energy Conference	7/1/20-6/30/21	Various Private Sponsors		200,000
14	Memberships	7/1/20-6/30/21	Various Private Sponsors		115,000
15	Rental Income	7/1/20-6/30/21	Various Private Tenancy		418,900
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Maui Economic Development Board, Inc.

Contracts Total:

7,214,205

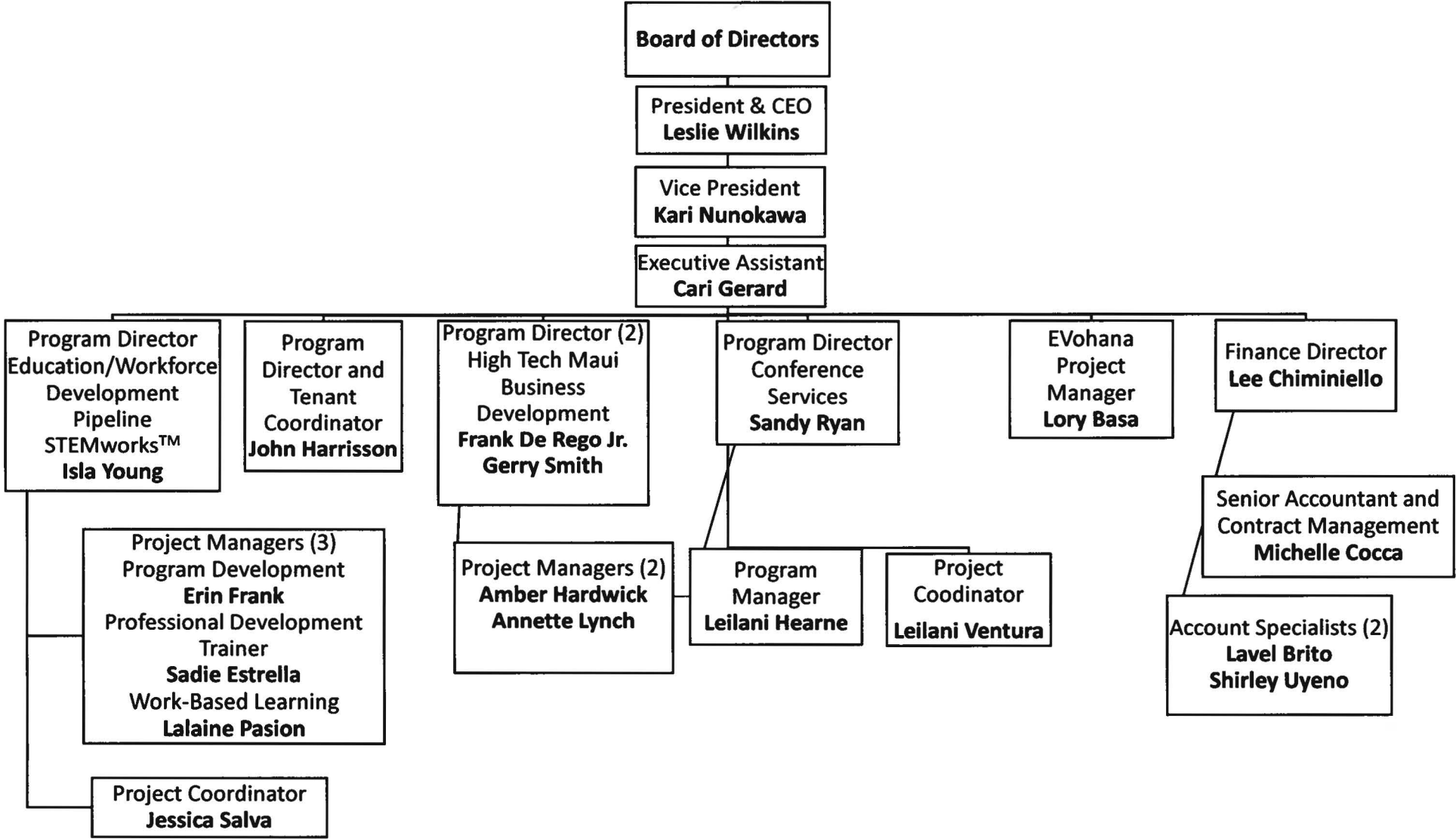
	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1	STEMworks AFTERSchool, FY18	7/1/16-6/30/18	(sub) HIDEOE	U.S.	200,000
2	STEMworks AFTERSchool, FY19	7/1/18-6/30/19	(sub) HIDEOE	U.S.	358,627
3	AFRL STEM Initiatives	7/1/17-6/30/19	(sub) New Mexico Tec	U.S.	285,500
4	Healthy Watersheds (Student Experiential Lear	10/1/18-9/30/20	NOAA	U.S.	150,000
5	STEM Cirricuculum and Technology Tools	9/1/15-02/28/18	ONR	U.S.	600,000
6	STEM Cirricuculum and Technology Tools	8/1/16-07/30/18	ONR	U.S.	500,000
7	STEM Cirricuculum and Technology Tools	1/1/19-12/31/20	ONR	U.S.	650,000
8	Computer Science Training	5/9/19-5/8/20	(sub) GenCyber	U.S.	92,578
9	Maui Business Connect	7/1/19-6/30/20	EDA	U.S.	100,000
10	Building Hawaii's Space Economy	7/1/19-6/30/22	EDA	U.S.	435,000
11	Student STEM Camps (ExciteCamp,IGED,IGAL	11/1/17-8/30/18	(sub) UH-CTE	State	60,000
12	Maui Film Festival FY18	10/1/17-9/30/18	HTA	State	75,000
13	Maui Film Festival FY19	10/1/18-9/30/19	HTA	State	75,000
14	Maui Film Festival FY20	10/1/19-9/30/20	HTA	State	75,000
15	Grant in Aid	2/1/20-1/31/21	State of Hawaii	State	200,000
16	Maui Film Festival FY18	1/1/18-12/31/18	County of Maui	Mau	27,500
17	Maui Film Festival FY19	1/1/19-12/31/19	County of Maui	Mau	25,000
18	Maui Film Festival FY20	1/1/20-12/31/20	County of Maui	Mau	25,000
19	Ka Ipu Kukui FY18	7/1/17-6/30/18	County of Maui	Mau	25,000
20	Ka Ipu Kukui FY19	7/1/18-6/30/19	County of Maui	Mau	25,000
21	Ka Ipu Kukui FY20	7/1/19-6/30/20	County of Maui	Mau	25,000
22	MHS Automotive Program FY18	2/1/18-1/31/19	County of Maui	Mau	45,000
23	MHS Automotive Program FY19	2/1/19-1/31/20	County of Maui	Mau	45,000
24	MHS Automotive Program FY20	1/1/20-12/31/20	County of Maui	Mau	45,000
25	Economic Diversification + STEM Workforce Developme	10/1/17-9/30/18	County of Maui	Mau	800,000
26	Economic Diversification + STEM Workforce Developme	10/1/18-9/30/19	County of Maui	Mau	815,000
27	Economic Diversification + STEM Workforce Developme	7/1/19-9/30/20	County of Maui	Mau	875,000
28	Conference Sponsorships	7/1/17-9/30/18	County of Maui	Mau	95,000
29	Conference Sponsorships	10/1/18-9/30/19	County of Maui	Mau	65,000
30	EV Charging Stations Transition	10/1/18-9/30/19	County of Maui	Mau	100,000

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Maui Economic Development Board, Inc.

31	Maui County Health Sector Partnership FY18	10/1/17-9/30/18	County of Maui	Mau	15,000
32	Maui County Health Sector Partnership FY19	10/1/18-9/30/19	County of Maui	Mau	55,000
33	Maui County Health Sector Partnership FY20	7/1/19-6/30/20	County of Maui	Mau	50,000
34	STEMworks AFTERSchool	7/1/19-6/30/20	County of Maui	Mau	200,000
35					

Maui Economic Development Board, Inc. Organizational Chart



TARGETED UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS

The proposed improvements to the Ke Alahele Center align with several of the United Nations' Sustainable Development Goals.



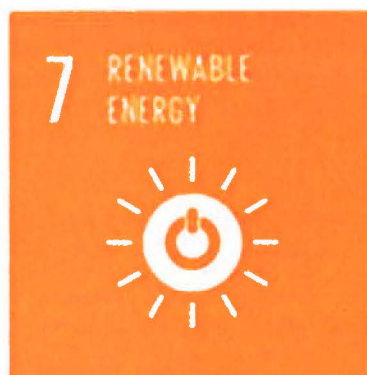
Ensure healthy lives and promote well-being for all ages
Good health and well-being – MEDB's upgrade of the building's environmental systems and the addition of life-saving equipment will enhance the health and well-being of Ke Alahele Center tenants and program participants.



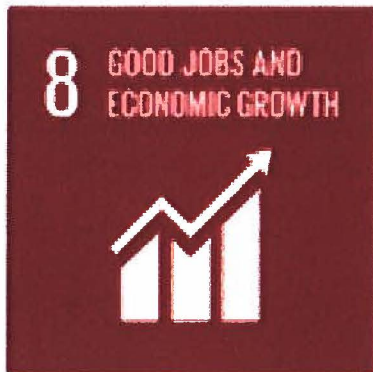
Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all
Quality Education – MEDB's Ke Alahele Center provides facilities that house education programs which sharpen innovation and entrepreneurial acumen, enhance business development skills, and foster K-Careers workforce development.



Achieve gender equality and empower all women and girls
Gender Equality – MEDB's Women in Technology Program (WIT) would benefit from the internet connectivity upgrades. WIT is a nationally recognized program that empowers women and girls to pursue careers in Science, Technology, Engineering, and Mathematics – disciplines where woman and girls are traditionally under-represented.



Ensure access to affordable, reliable, sustainable and modern energy for all
Affordable and Clean Energy – The renovation of the Ke Alahele Center roof would enable the continued use of roof-sited solar energy, which reduces MEDB and tenants' costs for energy

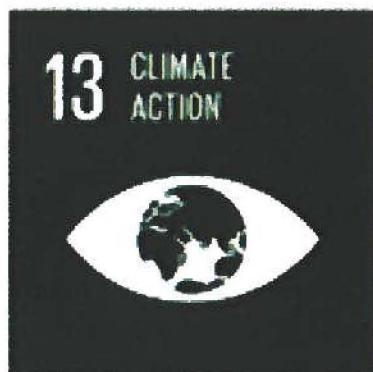


Promote sustained, inclusive and sustainable economic growth, full and productive emp and decent work for all
Decent Work and Economic Growth – Ke Alahele Center improvements and internet upgrades would greatly enhance MEDB’s crucial work in economic development. This works includes incubating new startups, skill-building for growth oriented and mature businesses, and forming the technologically literate workforce of the future.



Build resilient infrasture, promote inclusive and sustainable industrialization and foster innovation

Industry, Innovation, and Infrastructure – The Ke Alahele Center upgrades to internet connectivity and infrastructure improvements will foster innovation by supporting fledgling entrepreneurs in innovation-sector businesses, as well as, mature high-tech firms, providing the environment and tools necessary for success. MEDB’s programs support the growth of knowledge industries and the requisite workforce that are based in the intensive use of technology and human capital.



Take urgent action to combat climate change and its impacts
Climate Action – MEDB supports the Pacific Disaster Center (PDC) which is headquartered in the Ke Alahele Center. Their work covers the range of tasks in responding to the potential impacts of climate change: Mitigation - Minimizing the effects of disaster. Preparedness - Planning how to respond. Response - Efforts to minimize the hazards created by a disaster. Recovery - Returning the community to normal. The work of PDC has a global reach. The infrastructure improvements to the Ke Alahele Center will support this critically important work.



Better solutions. Fewer disasters. Safer world.

January 15, 2019

State of Hawai'i, RM 306 and RM208
Honolulu, Hawaii 96813

Attn: GIA Maui Economic Development Board, Inc. (MEDB) Capital Improvement Project

Dear Selection Committee,

Pacific Disaster Center (PDC), a leader in science- and technology-based disaster risk reduction, managed by the University of Hawai'i, with global reach and cooperation with the United Nations and international audiences, supports MEDB's funding request to update and upgrade select components in the public-serving areas.

PDC is an original anchoring tenant, with its headquarters occupying 12,000 sq. ft. in the MEDB Ke Alahele Center, Suite 2, where we have expanded our programmatic reach from serving county and state emergency management agencies to creating global climate change and disaster mitigation tools deployed across the globe. We support the county and state emergency management agencies in risk reduction planning and exercises to emergency response and recovery. PDC is recognized by the U.S. Department of Defense as the official agency supporting unclassified humanitarian assistance missions and we have active projects in 16 nations spanning from Southeast Asia, to Latin American, to Africa. We also have more than 50 MOUs with United Nations, ASEAN, and other international agencies, working toward Sustainable Development Goals (SDG).

At our headquarters in the building, we host more than 75 servers and 50TB of data, serving mission-critical applications, the lifespan of which depend on reliable temperature control within the building. It is critical, therefore, to maintain the efficiencies and capabilities of the MEDB Ke Alahele Center, as it is anchoring infrastructure for current and future technology and innovation sectors in Maui and the state.

Beyond what is stated above, we offer space for key community meetings, education, and training both within PDC's suite and the Malcolm Training Center. Examples include training for firefighters, educators, tech meetups, and the Volunteer Organization Active in Disasters (VOAD). Its strategic location within the Maui Research & Technology Park position PDC above the Tsunami Alert zone.

PDC is one of the largest tech-companies in the state, with more than 45 positions within the state (37 on Maui) and an average income exceeding \$100K per year. We work in partnership with MEDB to train and grow the local technical workforce and host interns annually, many whom have become full time employees.

We appreciate your consideration to help keep Ke Alahele's infrastructure at the high-tech park conducive to the standards for growth.

Sincerely,

A handwritten signature in black ink, appearing to read "Ray Shirkhodai".

Ray Shirkhodai
Executive Director



DORVIN D.

Leis co., inc.

MECHANICAL SERVICE

CORPORATE ADDRESS 202 LALO STREET KAHULUI HI. 96732
24 HOUR SERVICE (808) 877-4040, FX (808) 873-6199
NEIGHBOR ISLANDS TOLL FREE: (888) 270-9582

PROPOSAL

PROPOSAL DATE: 1/16/2020

CUSTOMER INFORMATION			
Company Name:	Maui Economic Development Board	Contact Name:	Cari T. Gerard
Billing Address:	Maui Economic Development Board	Contact Title:	Executive Assistant
	1305 N. Holopono Street, Suite 2	Contact Phone Number:	808-875-2336
	Kihei HI 96753	Contact Email:	cari@medb.org
PROJECT INFORMATION			
Project Name:	HVAC Equipment Replacement	Quotation #:	M09720
Location Name:	Pacific Disaster Center		
Project Address:	1305 N. Holopono Street, Suite 2	Kihei	HI 96753

SCOPE OF WORK: Replace (18) DX split systems
 Contractors work to include:

Demo and properly dispose of (4) 10 ton, (5) 7.5 ton, (2) 6 ton, (6) 5 ton and (1) 2 ton DX split systems

Provide and install (4) 10 ton, (5) 7.5 ton, (2) 6 ton, (6) 5 ton, and (1) 2 ton DX split systems

Run new refrigerant lines for equipment above 5 tons and charge with R410a refrigerant

Purge 5 ton and below refrigerant lines with nitrogen and charge with R410a refrigerant

Disconnect and extend piping and electrical service to accommodate new split system

Provide and install (18) new secondary drain pans

Replace existing thermostats with new

Start-up and test new system for proper operation

Work to be performed during normal business hours 7 AM - 3:30 PM

EXCLUSIONS:

1. Any repairs and parts not specified by the above
2. All other repairs will be performed as time and material according to our service rates:
 \$155.00 per hour straight time, \$200.00 per hour overtime, \$260.00 per hour Sundays and Holidays
3. Mechanical and Electrical Engineering Fees
4. Water Treatment chemical, sensors, Chemicals and equipment
5. Electrical upgrades and/or replacement of materials
6. Replacement of refrigerant lines
7. Ceiling removal and/or put-back

SUBTOTAL SUM OF:	\$798,398.26
TAX @ 4.166%	\$33,261.27
TOTAL	\$831,659.53

ADD FOR CORROSION COATING:	\$93,980.26
TAX @ 4.166%	\$3,916.22
TOTAL	\$97,896.47

TERMS:

Labor, material, and stored material to be paid for progressively.

If credit is approved terms are Net 30 days. A finance charge of 1-1/2% per month (18% annum) will be charged on all past due accounts.

Any accounts exceeding 60 days past due of invoice date will incur a \$20.00 service charge.

LIMITED WARRANTY:

All materials, parts, and equipment are warranted by the manufacturers' or suppliers' written warranty only.

All labor performed by Dorvin D. Leis Co., Inc. is warranted for 30 days or as otherwise indicated in writing.

Dorvin D. Leis Co., Inc. makes no other warranties, express or implied, and its agents or technicians are not authorized to make any such warranties on behalf of Dorvin D. Leis Co., Inc.

*This bid is only good for 60 days.

OWNER OR GENERAL CONTRACTOR	DORVIN D. LEIS CO., INC. CONTRACTOR'S LICENSE NO. 4141
Maui Economic Development Board Representative's Name	Cameron Alvarez
(Title)	Special Projects
(Signature)	(Signature)
(Date Accepted)	

5. List of all Federal, State and County contracts, grants and GIA granted within last 3 years and will be receiving in FY 2021

See Attachment 5.

6. Balance of unrestricted current assets as of 06/30/2019 (audited)

\$3,947,064

V. Experience and Capability

1. Necessary Skills and Experience

Over its 38-year history, MEDB has developed the Maui Research & Technology Park, and led the development of the Maui Research & Technology Center. MEDB has devised, implemented and managed complex projects and programs related to real estate development, capital construction, then subsequently leveraged the established infrastructure for economic development. Over the years, MEDB has managed multi-million dollar federal contracts with the US Departments of Labor, Education, Agriculture and Commerce, as well as state, county and private sector grants and contracts.

2. Facilities

The *Ke Alahele* Center is a 33,345 square foot one-story structure with 11 office spaces of varying size. The Malcolm Center, 1,500 square feet, is located within the *Ke Alahele* building and offers public meeting conference and training facilities. It includes a kitchenette as well as AV and web access needs. The building and meeting space comply with all ADA requirements.

VI. Personnel: Project Organization and Staffing

1. Proposed Staffing, Staff Qualifications, Supervising and Training

MEDB is a non-profit, 501(c) 3 organization which holds 38 years of experience in program development and implementation to help diversify Hawaii's economy and build the requisite resident trained workforce. It is led by a 33-member Board of Directors from the state's most recognized leaders in industry, government, academia, and community organizations. Its skilled 21-member staff manages a complex project portfolio in economic and workforce development, with a funding base from federal, state, county, and private industry and community investments.