

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

Type of Grant Request:

Operating       Capital

Legal Name of Requesting Organization or Individual: Dba: NewLife, Inc.

Amount of State Funds Requested: \$ 160,000

Brief Description of Request (Please attach word document to back of page if extra space is needed):  
Grantee will study the feasibility of a city wide centralized dispatch for on-demand WAV and Assisted Transportation for the disabled and seniors and individuals with special needs who require higher level of service such as door-through-door. Grant Activity will include the development of software on a "proof of concept" basis.

Amount of Other Funds Available:

State: \$ 0  
Federal: \$ 0  
County: \$ 0  
Private/Other: \$ 0

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

\$ 0

Unrestricted Assets:

\$ 0

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:

1946 South Beretania Street

City: Honolulu      State: HI      Zip: 96826

**Contact Person for Matters Involving this Application**

Name:  
David Jung

Title:  
President

Email:  
david.h.i.jung@gmail.com

Phone:  
808-285-8484

Federal Tax ID#:

██████████ ██████████

State Tax ID#

  
Authorized Signature

David Jung, President  
Name and Title

1-17-2020  
Date Signed

**received**  
1/17/2020

2:43pm

## Application Submittal Checklist

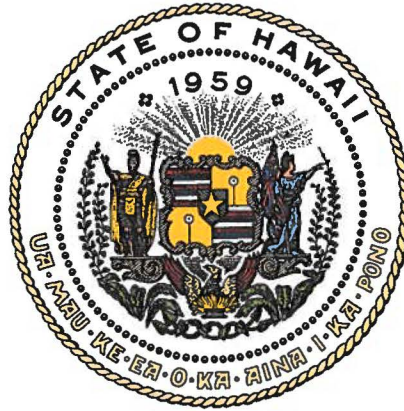
*The following items are required for submittal of the grant application. Please verify and check off that the items have been included in the application packet.*

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

  
AUTHORIZED SIGNATURE

David Jurey, President  
PRINT NAME AND TITLE

1-17-2020  
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

NEWLIFE, INC.

was incorporated under the laws of Hawaii on 11/06/2019 ; 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 16, 2020

Director of Commerce and Consumer Affairs

**DECLARATION STATEMENT OF  
APPLICANTS FOR GRANTS PURSUANT TO  
CHAPTER 42F, HAWAII REVISIED STATUTES**

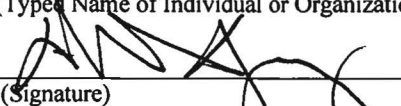
The undersigned authorized representative of the applicant certifies the following:

- 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.

NewLife, Inc.  
(Typed Name of Individual or Organization)

  
(Signature) 1-17-2020  
(Date)

David Jung  
(Typed Name) David Jung  
(Title) President  
(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)**

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.

Certificate of Good Standing is attached.

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

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

Declaration Statement of Compliance with Section 42F-103 Hawaii Revised Statutes is attached.

#### **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 subject grant request is for a study and research to facilitate a Centralized Dispatch for On-Demand Wheelchair and Assisted Transportation Service that will serve the general public.

Grantee will study the feasibility of a city wide centralized dispatch for on-demand WAV and Assisted Transportation for the disabled and seniors and individuals with special needs who require higher level of service such as door-through-door.

Grant Activity will include the development of software on a "proof of concept" basis.

### **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;

David Jung, the president and director of Grantee, owned and operated Hawaii's second largest Non-Emergency Medical Transportation (NEMT) company, EcoCab, for over 7 years. During his time as the owner and operator of EcoCab, he learned first-hand that one of the most significant systemic barriers to healthcare, social and employment opportunities for the elderly and disabled was the lack of access to reliable transportation.

Mr. Jung presently operates an on-demand transportation service for homeless intake clients under a contract with the City and County of Honolulu Department of Community Services.

2. The goals and objectives related to the request;

The subject grant request is for a study and research to facilitate a Centralized Dispatch for On-Demand Wheelchair and Assisted Transportation Service that will serve the general public. The findings and outcomes of the study will be used to implement a second phase consisting of the following:

- A centralized dispatch for on-demand assisted or WAV for the elderly, disabled and wheelchair-bound requiring enhanced services. Modeled loosely on Chicago's Open Taxi - the most successful Centralized On-Demand WAV program in the Nation. It provided 41,000 non-subsidized WAV trips in 2015. See <http://www.opentaxis.com/> (Operated in Chicago by a non-profit organization on behalf of city); See also <https://accessibledispatch.org/> (Operated in New York City by a for-profit organization on behalf of city).
- Adopt TNC type "hailing app" and network of non-WAV and WAV taxis and PUC open to all qualified drivers and vehicles. Note: the primary difference between taxis and PUC vehicles is that PUC vehicles are not metered and may not street hail but they can take TNC type of electronic orders (i.e. pre-arranged).
- Provide safe and reliable, flexible and predictable ambulatory and WAV transportation.

3. The public purpose and need to be served;

The public purpose and need to be served are the core of the mission of the Grantee to improve the health and well-being of our elderly and the disabled by removing systemic barriers to healthcare, social and employment opportunities resulting from limited or no access to transportation.

As it is often said among those in healthcare, "the greatest medical treatment is meaningless if you can't get there to receive it".

4. Describe the target population to be served; and

- Individuals confined to wheelchair or elderly (65+) requiring enhanced services (door to door, door through door and WAV) with sufficient financial means to pay for private service, and does not qualify for or desire to be qualified for HandiVan.

Future program expansion: Subsidized HandiVan customers, and non-emergency medical transportation requested by HPD in lieu of costly EMS.

5. Describe the geographic coverage.

The geographic coverage of the proposed study will be focused within the City and County of Honolulu as the primary location of health related services. Data that will be collected and used for the study will also likely encompass the other Counties of Hawaii and may also be applicable for each County when services are expanded.

### **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;

Numerous studies have supported the critical need for expanding transportation options for our seniors and disabled. A centralized dispatch for on-demand WAV will greatly expand today's very limited options in Hawaii.

The proposed feasibility study will be the first step towards significantly expanding options for Hawaii's 173,480 seniors and 95,000 suffering from limited mobility.

The nine elements of the Feasibility Study are as follows:

- **Executive summary:** Formulate a narrative of the project, service and analysis.
- **Existing marketplace:** Examine the local markets for the service through formal market survey or market research. Conduct comparative analysis of broader market – specifically Chicago and New York.
- **Marketing strategy:** Develop strategy for driver recruitment, usage of service and public support.
- **Technological considerations:** Determine hardware, software and smartphone app needed and their cost.

- **Required staffing** (including an organizational chart): What are the staffing (admin, management and drivers) needs for this project?
- **Schedule and timeline:** Project's completion date - identify significant interim markers.
- **Project financials.** Projected Cash Flow, Opening Day Balance Sheet.
- **Legal:** Licensing, permits and insurance.
- **Finding:** Broken down into subsets of market, marketing, technology, organization, financials and legal.

#### Post Feasibility Study Product

**Software/App:** Develop, on a proof of concept basis, a dispatch system and a smartphone hailing app capable of providing fixed rate, driver profile, location of driver, estimated time of arrival and electronic payment method.

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

The plan described for the Feasibility Study and proof of concept software application is approximately 12 months. Initial research for the report will be conducted within the first six months, the development of the report and the initiation of the software design development process will occur within the second six months. The proof of concept model as well as initial field testing will also occur in the second six month 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

The Study will be developed in accordance with the framework of existing transportation study models and will incorporate best research practices available within the limited means of this Grant request. The development of the proof of concept software and application will be based on an established transportation demand application that will serve as the general framework for the proposed application. Results of the Feasibility Study will then be used to modify, improve and adjust the developed software to provide the highest level of accessibility for the Hawaii service area.

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.

While Grantee’s ultimate goal is to launch a Centralized Dispatch for On-Demand Wheelchair and Assisted Transportation Service in an effort to improve the health, social and employment opportunities of seniors and the disabled by enhancing their mobility and independence, Grantee must first ascertain - by analyzing all relevant economic, technical, legal and scheduling factors - the probability of success.

The measurable outcome of the Grant Activity, or the Feasibility Study in this case, will be the completion of each of the following 9 elements of the study, along with the preliminary due diligence and the development of the dispatch software/smartphone app. The Feasibility Study will be made available to the State through the expending agency. The proof of concept application will remain the intellectual property of the Grantee. Beta test models are expected to be operable within the proposed time framework.

**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
\$30,000	\$30,000	\$50,000	\$50,000	\$160,000

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

No other sources have been solicited at this time however it is possible that Federal and private institutional sources may consider the project after the Feasibility Study has been completed and a demonstrable beta model of the app have been produced.

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.

No State or Federal tax credits are known to be available for the purposes of a Feasibility Study and no other sources have been sought prior to this application. The project is not a capital project.

5. The applicant shall provide a listing of all federal, state, and county government contracts, grants, and grants in aid it has been granted within the prior three years and will be receiving for fiscal year 2021 for program funding.

No Federal, State or County government funds have been applied for or granted at this time.

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

The request being made is a first step in assessing the viability and probable outcome of this transportation concept for seniors and the disabled. This Grant-in-Aid request will serve as the initial seed money to demonstrate the proposed concept. No other unrestricted current assets are held by the Applicant.

## **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.

David Jung, the president and director of Grantee, owned and operated Hawaii's second largest Non-Emergency Medical Transportation (NEMT) company, EcoCab, for over 7 years. During his time as the owner and operator of EcoCab, he learned first-hand that one of the most significant systemic barriers to healthcare, social and employment opportunities for the elderly and disabled was the lack of access to reliable transportation.

He also came to recognize and, perhaps more importantly, understand that in order to truly enhance the mobility and independence of seniors and the disabled, there must be an on-demand transportation option that enables them to go where they want and when they want. For many seniors and the disabled, such flexibility in transportation is not a matter of choice but a necessity.

## **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.

No physical facilities are required for the purposes of this grant request. All funding received will be applied to the deliverables and expenses of request.

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

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

The applicant shall describe the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. The applicant shall provide the qualifications and experience of personnel for the request and shall describe its ability to supervise, train and provide administrative direction relative to the request.

The proposed Feasibility Study will be researched and prepared by David Jung, President of NewLife, Inc. and Taeyong Kim as a consultant to NewLife, Inc. Software and application development will be conducted by Flywheel Technologies, a leader in transportation management applications.

Mr. Jung is an attorney and has served as counsel to many individuals and business prior to his involvement and transportation services. Mr. Jung has over 30 years in legal and managerial positions, including the ownership of several small businesses.

Mr. Kim is a planning consultant with over 35 years of experience in planning and development and has authored over 150 planning and environmental reports and studies. Mr. Kim has significant management experience is related fields including transportation studies.

### **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.

David Jung will serve as the Principal for this project with Taeyong Kim and Flywheel Technologies serving as technical consultants. No other parties are anticipated to be involved in the development of the report.

### **3. Compensation**

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

Employee No. 1: \$10,000 per month  
Consultant No. 1: \$5,000 per month  
Consultant No. 2: \$10,000 per month

## **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.

The Applicant is not subject to any litigation.

### **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.

For the purposes of the proposed study, no licenses or accreditation is required.

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

The applicant shall specify whether the grant will be used to support or benefit a sectarian or non-sectarian private educational institution. Please see Article X, Section 1, of the State Constitution for the relevance of this question.

The grant request is not intended specifically for any 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.

The requested grant is intended to consist of a single request, single phase effort conducted for the purposes of assessing the need and viability of an improved transportation on demand service for seniors and the disabled. Should the plan and accompanying proof of concept application prove viable, implementation of the effort will go into further development and refinement that will likely consists of a mix of

government, institutional and private funding. While it is desirable that the program be self-sustaining, it should first and foremost be considered a public service vehicle and may require supplemental funding from government sources. One purpose of the study will be to determine the market demand and offsetting revenues that will be required to self-maintain the service.

## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2020 to June 30, 2021

Applicant: NewLife, Inc.

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	125,000	0	0	0
2. Payroll Taxes & Assessments				
3. Fringe Benefits				
<b>TOTAL PERSONNEL COST</b>	<b>125,000</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>B. OTHER CURRENT EXPENSES</b>				
1. Airfare, Lodging, Travel Related	20,000	0	0	0
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>20,000</b>			
<b>C. EQUIPMENT PURCHASES</b>	<b>15,000</b>			
<b>D. MOTOR VEHICLE PURCHASES</b>				
<b>E. CAPITAL</b>				
<b>TOTAL (A+B+C+D+E)</b>	<b>160,000</b>			
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	160,000	Taeyong Kim <span style="float: right;">808-528-4661</span>		
(b) Total Federal Funds Requested	0	Name (Please type or print) <span style="float: right;">Phone</span>		
(c) Total County Funds Requested	0	<span style="float: right;">1-17-2020</span>		
(d) Total Private/Other Funds Requested	0	Signature of Authorized Official <span style="float: right;">Date</span>		
<b>TOTAL BUDGET</b>	<b>160,000</b>	David Jung, President <span style="float: right;">Name and Title (Please type or print)</span>		

## BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2020 to June 30, 2021

Applicant: NewLife, Inc.

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Project Manager	1	\$50,000.00	100.00%	\$ 50,000.00
Technical Consultant	0.5	\$50,000.00	50.00%	\$ 25,000.00
Software Developer	1	\$50,000.00	100.00%	\$ 50,000.00
				\$ -
				\$ -
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				\$ -
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<b>TOTAL:</b>				<b>125,000.00</b>
<b>JUSTIFICATION/COMMENTS:</b>				
Software development occurs during 3rd and 4th quarters				

## BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2020 to June 30, 2021

Applicant: NewLife, Inc.

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Software Testing Equipment (Android and OS)	5.00	\$1,000.00	\$ 5,000.00	5000
Call Center Dispatch Equipment	1	\$10,000.00	\$ 10,000.00	10000
			\$ -	
			\$ -	
			\$ -	
<b>TOTAL:</b>	6		\$ 15,000.00	15,000

**JUSTIFICATION/COMMENTS:**

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
<b>TOTAL:</b>				

**JUSTIFICATION/COMMENTS:**



## BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2020 to June 30, 2021

Applicant: NewLife, Inc.

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2018-2019	FY: 2019-2020	FY:2020-2021	FY:2020-2021	FY:2021-2022	FY:2022-2023
FEASIBILITY STUDY AND CONCEPT MODEL	0	0	160000	0	0	0
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
<b>TOTAL:</b>			<b>160,000</b>			
<b>JUSTIFICATION/COMMENTS:</b>						
Feasibility Study and Proof of Concept Application are considered equivalent of planning						

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

Applicant: NewLife, Inc.

Contracts Total: -

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