

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



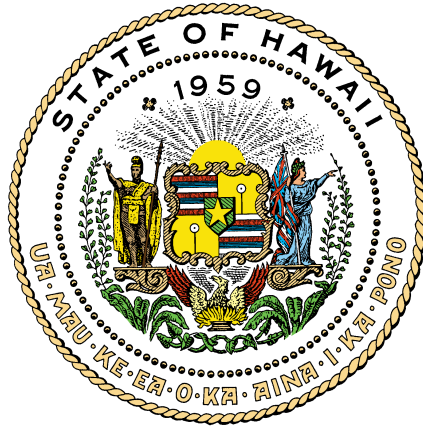
DANA McLAUGHLIN, MUSEUM DIRECTOR

1/15/2022

AUTHORIZED SIGNATURE

PRINT NAME AND TITLE

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

HAWAI'I KEIKI MUSEUM

was incorporated under the laws of Hawaii on 02/19/2021 ; 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 13, 2022

Director of Commerce and Consumer Affairs

**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAI'I REVISED STATUTES**

The undersigned authorized representative of the applicant certifies the following:

- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant is awarded;
 - b) Complies with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
 - c) Agrees not to use state funds for entertainment or lobbying activities; and
 - d) Allows the state agency to which funds for the grant were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant.

- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided.

- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
 - b) Has a governing board whose members have no material conflict of interest and serve without compensation.

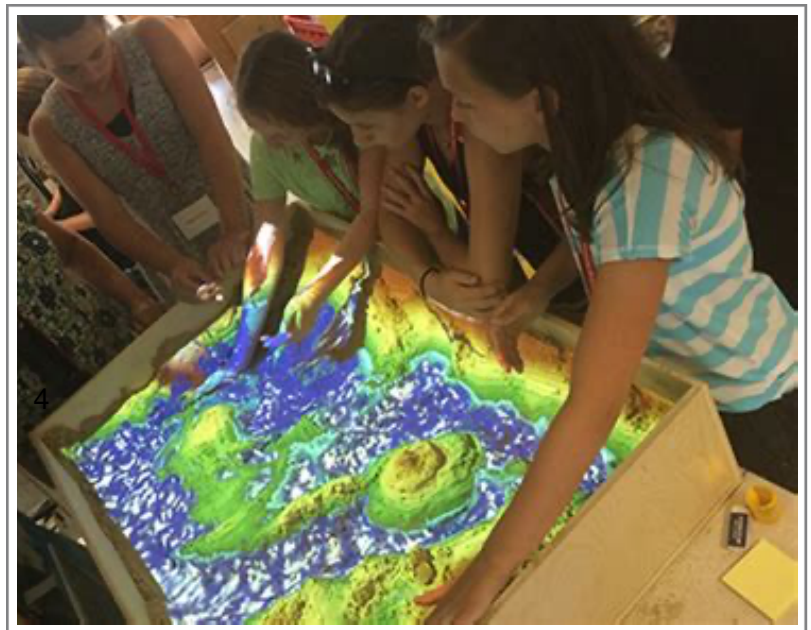
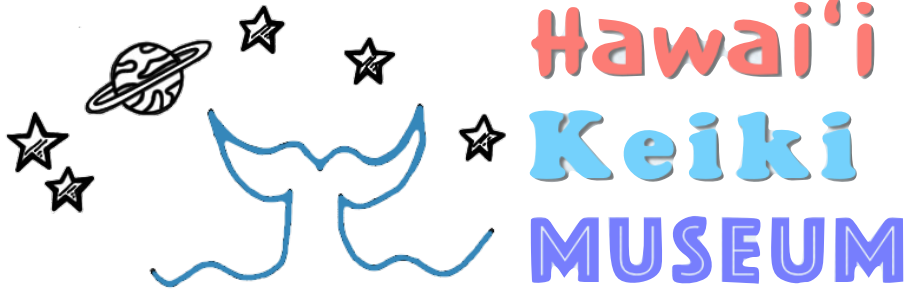
Pursuant to Section 42F-103, Hawai'i Revised Statutes, for grants used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant was awarded and disposes of the land in fee simple or by lease, the organization shall negotiate with the expending agency for a lump sum or installment repayment to the State of the amount of the grant used for the acquisition of the land.

Further, the undersigned authorized representative certifies that this statement is true and correct to the best of the applicant's knowledge.

Hawai'i Keiki Museum

(Typed Name of Individual or Organization)

	1/15/2022
(Signature)	(Date)
Dana McLaughlin	1/15/2022
(Typed Name)	(Title)



A HANDS-ON DISCOVERY CENTER FOR STEM LEARNING

Hawai'i Keiki Museum Grant In Aid

Saturday, January 15, 2022

Prepared for: The Hawai'i State Legislature

Prepared by: Dana McLaughlin

Specific ask: \$100,000

STATEMENT OF PUBLIC PURPOSE

This grant will be used for a public purpose pursuant to Section 42F-102, Hawaii Revised Statutes:

(1) The name of the requesting organization or individual

Hawai'i Keiki Museum

(2) The public purpose for the grant

Empowering our keiki to become stewards of their future starts by sparking their curiosity. The purpose of this funding is to create hands-on exhibits to inspire wonder and excitement for STEM through a process of self-discovery and exploration. Beyond simple button pushing and crank handle turning, the proposed exhibits are specifically designed to be relatable for island keiki, and include open-ended and socially cooperative play experiences that are thoughtfully designed to attract girls to STEM..

(3) The services to be supported by the grant

The Hawai'i Keiki Museum is a new institution that inspires curiosity, creativity, and innovation by introducing children to science during their formative years.

(4) The target group

The exhibits created with this funding focus on using local and relatable storytelling experiences to advance STEM learning opportunities for keiki aged 1-9 years.

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

Our budget for the construction and installation of 15 exhibits is \$350,000 including, labor, materials, and renting the space. The specific ask for this grant is \$100,000 to be used specifically for the building materials and supplies.

BACKGROUND AND SUMMARY

A brief description of the applicant's background

The Hawai'i Keiki Museum is a 501(c)3 non-profit corporation, created for the purpose of starting a children's science discovery center in West Hawai'i. In the summer of 2022, the Hawai'i Keiki Museum will begin welcoming children of all ages and abilities to have science learning experiences.

The goals and objectives related to the request

This grant request is for materials and supplies to build hands-on science learning exhibits for the museum's Phase 2 expansion project. The goal is to expose our young keiki to fundamental science principles, get them excited about STEM educational pursuits, and connect them to local STEM opportunities.

Keiki need to learn and understand 'island science'. Climate protection, ocean health research, astronomy studies, and earth science investigations all are currently being conducted on the Big Island of Hawai'i. There are many opportunities for our keiki to become leaders in STEM industries - right here. For many, the telescopes are distant, and being an astronomer is educationally impossible, requiring many years of study in far away institutions. What our keiki don't realize is that there are dozens of support, technician, and skilled research jobs that can be taught and educated locally. It is critical that we show our keiki that rewarding opportunities here on the Big Island not only exist, but that they are exciting.

The goal for the exhibits is to make learning from local scientists, and getting involved in local issues, accessible to our youngest keiki, by highlighting the scientific research that is happening in our ocean, on the land, and in the sky above us. Additionally, some exhibits will showcase the achievements of older keiki who are participating in local issues and making a difference in their community.

In Phase 1, the museum is opening up the front half of the space with a target date of June 1, 2022. Phase 2 completes the work, finishing the exhibits for the back half of the space, and rounding out the full representation of the natural ahpu'a. The funding for Phase 2 will be directed towards building exhibits, but it will have the beneficial side effect of also helping to

build an “island science hub”. By highlighting the work and research of local STEM professionals in these exhibits, we not only inspire younger keiki to pursue STEM education, but we connect older keiki to current events and help them on the path towards rewarding careers in STEM. By bringing our keiki together with local industry partners, we can start to imagine the development of local solutions to global concerns.

The public purpose and need to be served

- A foundation in STEM education connects our keiki to their world. Big Island keiki frequently report feeling disconnected from their world due to our geography as an island in the middle of the Pacific Ocean.
- There is a common sentiment that it's hard to have a STEM career on the Big Island, which dampens enthusiasm for STEM learning. It is critical that we show our keiki that opportunities here on the Big Island not only exist, but that they are exciting.
- Local challenges are global concerns: climate protection, ocean health research, astronomy studies, and earth science investigations all are currently being conducted on the Big Island. There are many opportunities for our keiki to become leaders in STEM industries - right here.

Describe the target population to be served

There are 47,116 children living on the Big Island. The 2020 census reports that there are nearly the same number of residents living in Hilo (43,263) as in Kailua-Kona (41,239), however there are fewer young keiki, aged 0-9 living, on the east side: 5,342 vs. 9,010 on the west side. Additionally, Hawai'i Island is an increasingly popular tourist destination. The Hawai'i department of Business, Economic Development & Tourism reported that the Kona coast received approximately 65,000 children visitors in the target age group in 2019 (pre COVID) with the average stay lasting 7.4 days. This translates to roughly 1,318 visiting children in Kona on any given day. Note however, that the major cruise lines usually call to port on Sunday and Wednesday so the above is a smoothed average.

Describe the geographic coverage

The Hawai'i Keiki Museum is located at the Kona International Marketplace. The main focus for marketing and advertising to attract visitors will be on the Big Island. We anticipate many students, from both sides of the island, will visit the museum on field trips, as there are few other opportunities for science related outings on the Big Island. In this way, students, teachers, and schools all benefit from having an educational, STEM-based facility to visit.

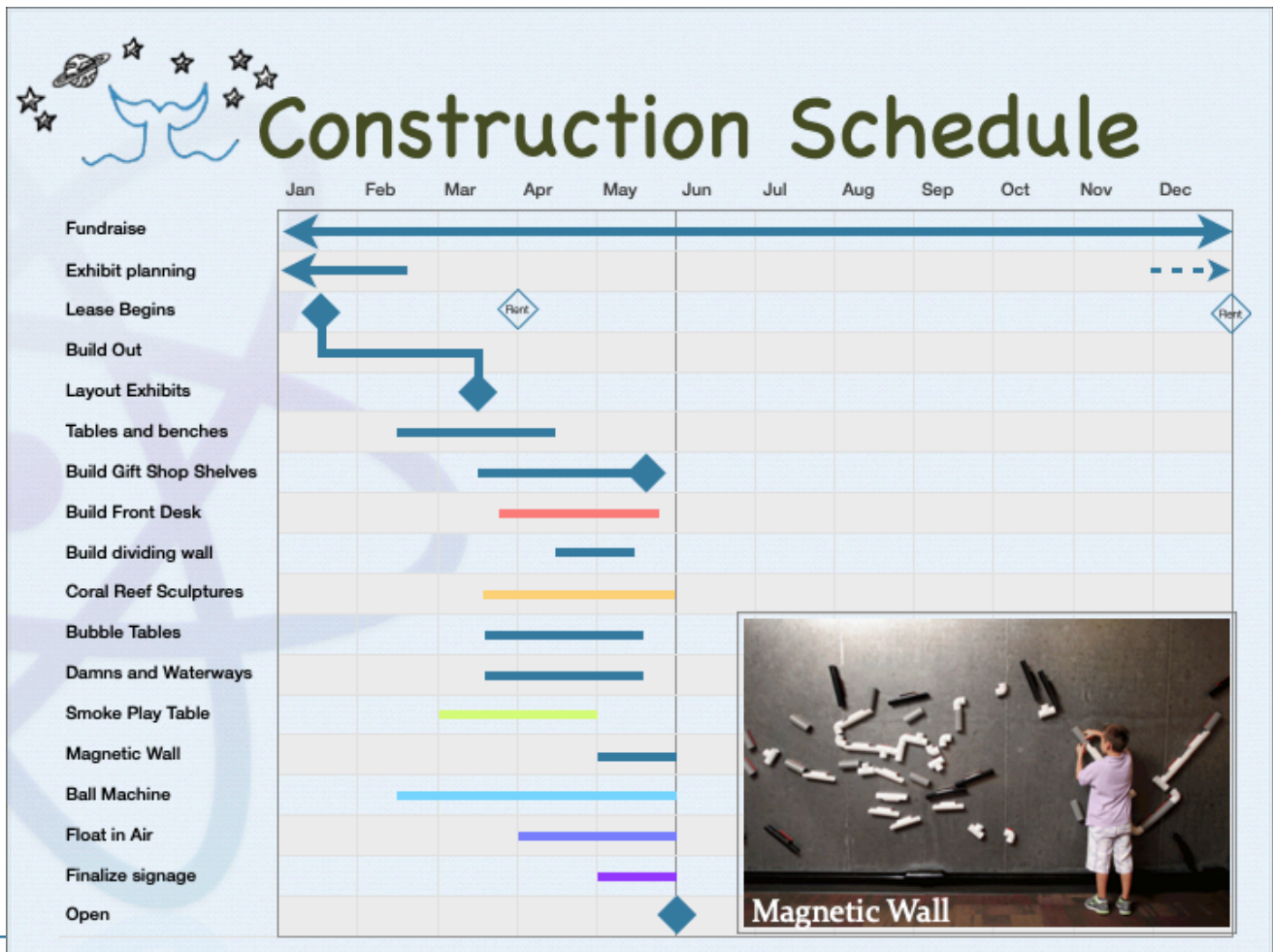
SERVICE SUMMARY AND OUTCOMES

Describe the scope of work, tasks and responsibilities

Work on exhibits for Phase 2 will begin early in Fiscal Year 2023 (FY2023). There are 4 fabrication teams, consisting of local volunteers, supervised by 2 industry professionals working to build exhibits that represent areas of the ahupua'a. Phase 2 completes the work that has been started, and fills the remaining 5,000 square feet of space.

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

Below is a timeline showing the aggressive build schedule of Phase 1 so that we can have the front half of the space open to the public by the start of FY2023. On the chart, resources are individually color coded, and more volunteers are signing up to help every day. The work represented is specifically calculated for Phase 1 and is predicated on achieving a specific target for opening day. The preparation work for Phase 2 will commence early in FY2023 and



the build schedule and number of volunteer resources for Phase 2 is anticipated to closely mirror what is shown above, even though it does not have a set target for opening day. At the time of this writing, the schedule and timeline shown above are preliminary, and subject to receiving funding such as this grant request.

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

All fabrication teams are provided with instructions and guidelines on how to build exhibitions that are scientifically educational, grounded in cultural reference to place and gratitude, ADA compliant, and that will stand-up to daily use and abuse by young keiki. The fabrication teams are supervised by two industry professionals who are experienced with making children's science museum and library exhibits. These two professionals have donated their time and participation through the end of Phase 2.

For Phase 1, we assembled a team of volunteer Beta testers, comprised of older keiki, who volunteered to perform rigorous failure analysis testing on the exhibits. Early and frequent testing should help us to identify potential hazards, and remediate risks prior to opening day. In Phase 2, we will use the same approach, assembling volunteer resources from older keiki to help evaluate and test equipment before it is released to the public.

Satisfaction surveys are currently being developed that will help us understand both how our visitors perceive their experience, and to develop understanding and perceptions throughout the wider community of non-visitors. By the time we start construction for Phase 2, we hope to have some preliminary results back from earlier surveys, which will help inform design and deployment decisions. One of our goals for Phase 2 is to specifically address community, behavioral, and cultural barriers, that we identify during Phase 1. Gathering deeper understanding and investigation is the goal for after Phase 2 is fully complete.

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.

Key Performance Indicators for FY 2023 will be presented against preliminary results collected during Phase 1 wherever available. They include:

Attendance: to be measured by ticket sales. We anticipate receiving a 50/50 mix of local and tourist families, which will be identifiable by zip code.

- Since half of our attendees are anticipated to be tourist families, our target for likely to return is only 30% of the total admits

Engagement is our goal, and the target is an interaction time that lasts an average of 8 minutes. This will be measured by observation using standard industry assessment frameworks (The Visitor Behavior Schedule. Rennie and McClafferty, 1996).

- Periodic exit surveys will be performed to assess Educational & Learning Outcomes and Satisfaction Levels. These will also employ a standard industry recognized framework (Learning and Recall Piscitelli, 2000).

Non-participation is a tricky thing to measure. We propose to create a survey of our own design following industry best practices, and the recommendations of experts. Our goal is to develop this at the outset of FY2023 and collect data simultaneously as institutional changes are being made, allowing us to adjust design decisions as we build the remaining exhibits. The outcome and trend will be presented along with contextual modifiers to help understand which changes were impactful at attracting a wider-audience of local keiki.

For all surveys, the below topics will be carefully and thoughtfully considered:

- How will this survey be distributed/promoted?
- How to make the survey more interesting to responders?
- Identify and understand the inherent biases in our response sample set (females? moms?)
- Provide privacy protection for the respondent
- Design ways to address: Statistical significance, non response bias, under-coverage, voluntary response bias
 - Such as: grabbing a random sample from the pile of responses to calculate statistical significance
- Pre-test the survey with subject matter experts

FINANCIAL

Our budget for the construction and installation of the exhibits in Phase 2 is \$350,000 including, labor, materials, and renting the space. The specific ask for this grant is \$100,000 to be used specifically for the building materials and supplies.

HAWAI'I KEIKI MUSEUM

For FY2023 the Hawai'i Keiki Museum is seeking a variety of funding from sources including the National Science Foundation (NSF), NASA, the National Endowment of the Arts (NES), the Institute for Museums and Library Services (IMLS), the Atherton Family capital requests, Bank of Hawai'i capital requests, Alexander Baldwin capital requests, McInerney Foundation capital requests, the County of Hawai'i, and partners of the Hawai'i Community Fund. While some of the aforementioned funding sources are directed at capital improvements, many are targeted at helping cover operational costs for the museum at large, which includes ongoing maintenance and repairs of exhibits created during Phase 1.

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.

Certain income and donations to the Hawai'i Keiki Museum are qualified and approved as exempt from Hawai'i GET tax.

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 2023 for program funding.

None.

The applicant shall provide the balance of its unrestricted current assets as of December 31, 2021.

Assets: \$149,967.00

Liabilities: \$0.00

EXPERIENCE AND CAPABILITY

Necessary Skills and Experience

The Hawai'i Keiki Museum is currently constructing half of the planned exhibits, and will be open to the public in June of 2022. For a virtual walkthrough, see this YouTube video: <https://youtu.be/28CFQ4C-oss>

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.

None.

Facilities

The Hawai'i Keiki Museum currently leases a total of 11,000 square feet of pavilion space from the LILI'UOKALANI TRUST at:

KONA INTERNATIONAL MARKETPLACE

74-5533 Luhia St. Building D

KAILUA-KONA, HAWAII

for the purpose of running a children's science discovery center that will welcome children of all ages and abilities to have science learning experiences.

Personnel: Project Organization and Staffing

Much of the work to build and install these exhibits will be conducted by volunteers including local craftsmen and fabricators. Supervision will be performed by experienced industry professionals, and employees of the Hawai'i Keiki Museum. After completion of Phase 1 both volunteers, and staff members will have gained valuable experience with design, construction, and installation of exhibits of a similar type.

We expect to conduct weekend volunteer work-parties as part of Phase 2 construction, and the Museum Director has extensive experience in this area.

Chairman of the Board: Kevin McLaughlin brings 20+ years of engineering and technology management experience to share with the community of West Hawai'i. As Chairman he provides oversight to the Museum Director and the operational staff. He is involved in exhibit construction and overall development of the museum.

Museum Director/CEO: Dana McLaughlin has been involved in a dozen entrepreneurial endeavors. She started combining technology and early child development while a student working on robotics at the MIT Media Lab. She has an MBA from San Jose State and has worked as a technology program manager for Walt Disney, Yahoo! and Apple. She has a lifetime of operational experience as a Lieutenant Colonel in the non-profit organization Civil Air Patrol. The Museum Director is responsible for fundraising, community outreach, exhibit construction and will assume day-to-day operations and supervise the staff.

Executive Director: Warren Kirsch brings a lifetime of experience in technology and life sciences management. His backgrounds are in chemistry, institutional and startup

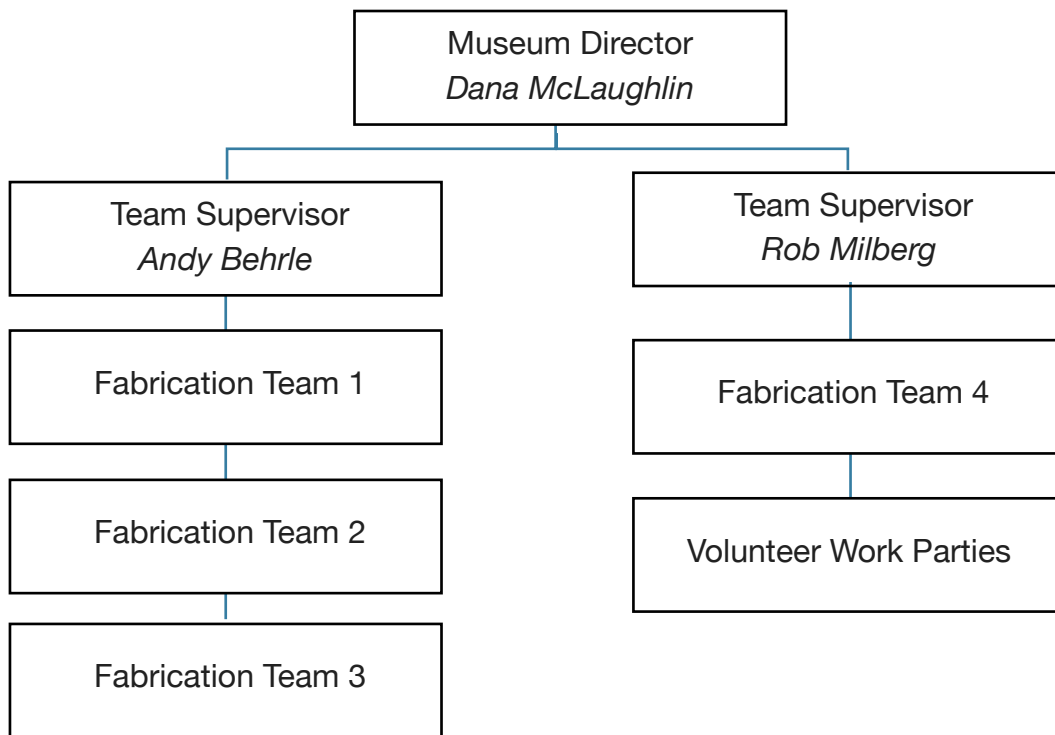
HAWAI'I KEIKI MUSEUM

management, and contract negotiations. As Executive Director, he ensures that all our projects are completed on time and within budget.

Executive Director: Ed McLaughlin brings a lifetime of experience in sales and non-profit governance. His backgrounds are in adoption of new-technologies and financial guidance. He was instrumental to the development of camera check deposit. As Executive Director, he is our liaison to our industry partners.

Education Director: Jyness Jones has a lifetime of experience in education programs. She, and her staff, will conduct science and engineering courses, and run workshops and day camps open to local educators, visitors and homeschoolers alike.

Organization Chart



Compensation

Museum salaries and compensation are not in the scope of this grant request. Many of the people working to open the museum during Phase 1, and to finish the expansion during Phase 2 have deferred compensation and are volunteering their time.

OTHER

Litigation

None.

Licensure or Accreditation

Not applicable.

Private Educational Institutions

Not applicable.

Future Sustainability Plan

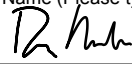
The ask for the grant for this application is for capital investments in fiscal year 2023. This support allows us to complete the work of building exhibits and fully open the museum space to the public. Subsequent funding for e.g. maintenance of the exhibits will be assessed by the Hawai'i Keiki Museum staff and are expected to be funded through revenue streams such as ticket admissions and gift shop sales. If it is determined that funding is inadequate for sustainability, the museum will seek to limited expenses, but ultimately may increase ticket prices.

From the shores of the Gold Coast, to the peaks of Mauna Kea and Mauna Loa, the Big Island has a long history of Hawaiian culture, rich with science, exploration, and engineering achievements. By investing in the keiki, we invest in the sustainability of our island.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2022 to June 30, 2023

Applicant: Hawai'i Keiki Museum

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
A. PERSONNEL COST				
1. Salaries	0	70,000	70,000	197,000
2. Payroll Taxes & Assessments	0	0	0	0
3. Fringe Benefits	0	0	0	0
TOTAL PERSONNEL COST	0	70,000	70,000	197,000
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	0	0	0	0
2. Insurance	0	0	0	0
3. Lease/Rental of Equipment	0	0	0	0
4. Lease/Rental of Space	0	237,586	0	237,586
5. Staff Training	0	0	0	0
6. Supplies (Materials for Capital)	100,000	100,000	100,000	100,000
7. Telecommunication	0	0	0	0
8. Utilities	0	0	0	0
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
TOTAL OTHER CURRENT EXPENSES	100,000	337,586	100,000	337,586
C. EQUIPMENT PURCHASES	0	0	0	0
D. MOTOR VEHICLE PURCHASES	0	0	0	0
E. CAPITAL (included in supplies above)	100,000	100,000	100,000	100,000
TOTAL (A+B+C+D+E)	100,000	407,586	170,000	534,586
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	100,000	Dana McLaughlin 310-497-3804		
(b) Total Federal Funds Requested	407,586	Name (Please type or print) Phone		
(c) Total County Funds Requested	170,000			
(d) Total Private/Other Funds Requested	534,586	Signature of Authorized Official Date 1/15/2022		
TOTAL BUDGET REQUEST	1,212,172	Dana McLaughlin, Museum Director Name and Title (Please type or print)		

Period: July 1, 2022 to June 30, 2023

PERSONNEL SALARIES AND WAGES

Applicant: Hawai'i Keiki Museum

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Museum Director	150000	Deferred	50.00%	\$ -
Team Supervisor	80000	Deferred	10.00%	\$ -
Exhibit Builder (Lead)	72800	Not in scope	90.00%	\$ -
Exhibit Builder (Staff)	52000	Not in scope	90.00%	\$ -
Exhibit Builder (Staff)	41600	Not in scope	90.00%	\$ -
Volunteer Fabricator	100000	Deferred	10.00%	\$ -
Community Volunteers	50000	Deferred	1.00%	\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				

JUSTIFICATION/COMMENTS:

At the outset of FY2023 the Hawai'i Keiki Museum will have just completed initial construction and will be newly open to the public. Volunteers and staff have committed to donating their time and support to minimize expenses during the specified funding period.

EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2022 to June 30, 2023

Applicant: Hawai'i Keiki Museum

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
N/A			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				

JUSTIFICATION/COMMENTS:

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

JUSTIFICATION/COMMENTS:

Period: July 1, 2022 to June 30, 2023

CAPITAL PROJECT DETAILS

Applicant: Hawai'i Keiki Museum

Period: July 1, 2022 to June 30, 2023

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: 2020-2021	FY: 2021-2022	FY:2022-2023	FY:2022-2023	FY:2023-2024	FY:2024-2025
PLANS	0	0	0	0	0	0
LAND ACQUISITION	0	0	0	0	0	0
DESIGN	0	0	0	0	0	0
CONSTRUCTION (EXHIBITS)	0	26000	100000	300000	30000	30000
EQUIPMENT	0	0	0	0	0	0
TOTAL:	0	26,000	100,000	300,000	30,000	30,000

JUSTIFICATION/COMMENTS:

Children's museum exhibits built have an expected use life of over 5 years.

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Hawai'i Keiki Museum

Contracts Total: -

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	N/A				
2					
3					
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