

**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:

NA KAMA KAI

Amount of State Funds Requested: \$ 283,250.00

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

Na Kama Kai is working to reduce drownings across the state by increasing ocean safety awareness among our teachers and the next generation of keiki. Na Kama Kai is requesting funding to design, develop and implement an Ocean Safety teacher professional development course for teachers in the Department of Education. This includes producing resources and materials for use in classrooms. Na Kama Kai will facilitate 4 professional development courses starting summer of 2022 to service all 4 counties in the State allowing 120 teachers at or around the 4th grade

Amount of Other Funds Available:

State: \$ 283,250.00

Federal: \$ _____

County: \$ _____

Private/Other: \$ 25,000.00

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

\$ 175,000.00

Unrestricted Assets:

\$ 157,065.86

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:

PO Box 1803

City:

Waianae

State:

HI

Zip:

96792

Contact Person for Matters Involving this Application

Matthew Kauwe

Name:

Matthew Kauwe

Title:

COO

Email:

matt@nakamakai.org

Phone:

8083722813

Federal Tax ID#:

██████████

State Tax ID#

██████████



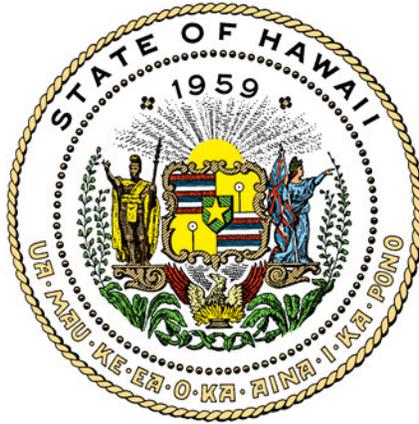
Authorized Signature

Matthew Kauwe, COO

Name and Title

1/21/2022

Date Signed



Department of Commerce and Consumer Affairs

CERTIFICATE OF GOOD STANDING

I, the undersigned Director of Commerce and Consumer Affairs of the State of Hawaii, do hereby certify that

NĀ KAMA KAI

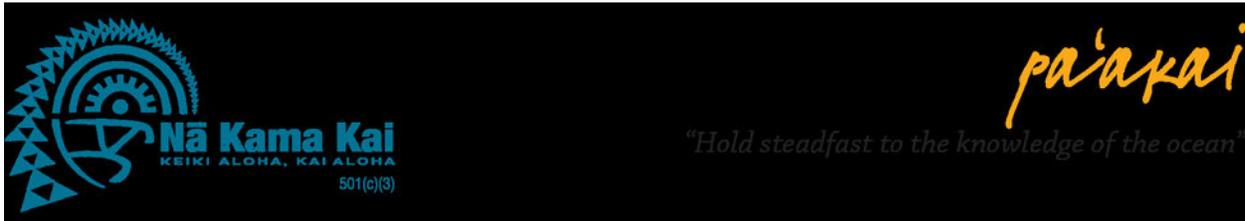
was incorporated under the laws of Hawaii on 01/25/2008 ; that it is an existing nonprofit corporation; and that, as far as the records of this Department reveal, has complied with all of the provisions of the Hawaii Nonprofit Corporations Act, regulating domestic nonprofit corporations.



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: November 17, 2021

Director of Commerce and Consumer Affairs



January 14, 2022

Nā Kama Kai
PO Box 1803
Waianae, HI 96792
808-372-2813
www.nakamakai.org

To Whom It May Concern:

As a representative and officer of Nā Kama Kai I have read and understand section 42F-103 of the Hawaii Revised Statutes.

Nā Kama Kai meets all the requirements of the section 42F-103 of the Hawaii Revised Statutes:

§42F-103 Standards for the award of grants.

(a) Grants shall be awarded only to individuals who, and organizations that:

- (1) Are 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;
- (2) Comply 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;
- (3) Agree not to use state funds for entertainment or lobbying activities; and
- (4) Allow 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.

(b) In addition, a grant may be made to an organization only if the organization:

- (1) Is incorporated under the laws of the State; and



pa'akai

"Hold steadfast to the knowledge of the ocean"

- (2) 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.
- (c) Further, a grant may be awarded to a nonprofit organization only if the organization:
- (1) Has been determined and designated to be a nonprofit organization by the Internal Revenue Service; and
 - (2) Has a governing board whose members have no material conflict of interest and serve without compensation.
- (d) If a grant is used by an organization 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. This restriction shall be registered, recorded, and indexed in the bureau of conveyances or with the assistant registrar of the land court as an encumbrance on the property. Amounts received from the repayment of a grant under this subsection shall be deposited into the general fund. [L 1997, c 190, pt of §3; am L 2007, c 184, §1; am L 2014, c 96, §7]

Respectfully,

Matthew K. Kauwe
Chief Operations Officer
Nā Kama Kai

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

Na Kama Kai

(Typed Name of Individual or Organization)

Na Kama Kai

(Signature)

1/21/2022

(Date)

Matthew Kauwe

(Typed Name)

(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, 2021.

2. Declaration Statement

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

3. Public Purpose

The applicant shall specify whether the grant will be used for a public purpose pursuant to [Section 42F-102, Hawai'i Revised Statutes](#).

II. BACKGROUND AND SUMMARY

1. Applicant Background Information

Duane DeSoto and Mālia Ka'aihue founded Nā Kama Kai in 2008. The mission of this non-profit organization is to create, conduct, and support Hawaiian cultural-oriented, marine-based programs, that empower youth to thrive in their community through ocean safety and stewardship learning opportunities that build self-confidence, leadership, and integrity.

Nā Kama Kai Programs are designed to guide youth to fully appreciate and understand the importance of the ocean as part of our natural world, by helping them become “ocean intelligent”. Such learning occurs through guidance and experience in a nurturing environment where keiki learn how to be safe in the marine environment, grow physically and emotionally through interaction with the ocean, and develop overall respect for nature using the ocean as a connecting force to all living things.

2. Goals and Objectives

Reduce the drowning rate of youth in the State of Hawai'i focusing first on counties with the highest rates of incidence.

Inspire Hawai'i's keiki (children) and kumu (teachers) to become "ocean intelligent".

Guide Hawai'i's keiki to grow physically and emotionally connected to the ocean, empowering them both in and out of the water.

Provide the knowledge required for State of Hawai'i teachers to teach Ocean Safety in their classrooms.

Provide Ocean Safety curriculum and resources for State of Hawai'i teachers to use in their classrooms.

Provide access to safe, culturally-based environments for ocean education.

Combine culture, ocean safety, stewardship/conservation, and personal kuleana (responsibility) into a comprehensive and accessible program.

3. **Public Purpose and Need Served**

Despite living minutes from the ocean, many of our keiki in Hawai'i are raised without a connection to nature. This lack of connection to the natural world is becoming an issue in many other countries and threatens the health of natural resources around the world. Nā Kama Kai has great concern for this growing condition and the need for Hawai'i's keiki to become more aware of the need for ocean conservation. Nā Kama Kai strives to guide youth to fully appreciate and understand the importance of the ocean as part of their natural world.

Additionally, the lack of ocean safety awareness among Hawai'i's youth is of great concern to Nā Kama Kai. Hawai'i ranks among the nation's top ten states for youth-related drowning deaths. While some of the drownings are associated with the tourist industry, 55% of drownings are Hawai'i residents. Hawai'i's Department of Education has recently taken steps to require Ocean Safety education in at least one grade K-5 at all DOE elementary schools by May 26, 2022. This directive was given by Keith T. Hayashi, Interim Superintendent on November 24, 2021. The DOE has requested assistance from Nā Kama Kai to meet this educational responsibility by creating teacher and student Ocean Safety Curriculum.

4. **Target Population to be Served**

The target population will include all keiki and teachers in DOE schools at or near the 4th grade across the State of Hawai'i. Counties will be prioritized based on the most recent drowning data from the State of Hawai'i Department of Health.

5. **Geographic Coverage**

The State of Hawai'i will be targeted with this request impacting all DOE elementary schools on all islands.

III. SERVICE SUMMARY AND OUTCOMES

1 Scope of Work, Tasks and Responsibilities

PDE3 Credit Course for State of Hawai'i DOE Teachers – Ocean Safety Education

Nā Kama Kai will design PDE3 Courses to certify teachers in Ocean Safety and equip them with the materials needed to teach the content in their classrooms. The courses will include location-specific content by county/region to encourage buy-in and ownership of content and place. The courses will be administered by each county to focus on the highest drowning rates based on the most recent State of Hawai'i drowning data.

Implementation in FY 2023 will include the facilitation of one course per county. This course is designed as a 2-day synchronous, immersion experience for up to 30 educators in or near Grade 4, taught by Nā Kama Kai staff, regional ocean and swim safety experts, and education facilitators. We envision that the core team of Nā Kama Kai staff and a representative from the education support team will be present at all clinics in addition to regional/local ocean experts, and therefore require travel support.

Each 2-day experience will be followed by 2, half-day synchronous virtual meetings focused on curriculum development, as well as office hours for teachers to make appointments to review the content they are developing to support the building of ocean and swim literacy. Portfolio requirements will include a demonstration of professional learning related to increased ocean intelligence for teachers, as well as the design and implementation of lesson plans that reflect a goal of increasing ocean intelligence in students. Classroom sets of Nā Kama Kai resource materials will be provided for each participating teacher to utilize in their implementation.

Currently, we are developing this course and professional development trajectory with Education Incubator, a local Hawai'i non-profit known to be a leading expert in place-based, innovative teacher professional development and curriculum design.

Ocean Safety Resources and Materials – Nā Kama Kai Activity Book and Animated Videos

Nā Kama Kai Activity Book

- Nā Kama Kai Activity Books will be provided at \$3.00 per unit to all DOE schools.

- The Activity Book graphics and text will be updated once during the contract period to include the most recent and relevant Cultural, Ocean and Marine information. The last updates were made in 2019.

“Lessons from the Sea” Animated Videos

- Nā Kama Kai started a project to produce 5 animation videos teaching the 5 learning stations offered at our Ocean Clinics. These include our Ocean Safety Station, Way-Finding Station, Ocean Experience Station, Outrigger Canoe Paddling Station, and our Stewardship and Conservation Station.
- Each video will be approximately 5 minutes and can be used as resources for teachers as they build their lesson plans for their PDE3 course and classroom implementation.
- Twiddle Productions, Inc. is creating the animated videos in partnership with Nā Kama Kai.

Here is a description of the Nā Kama Kai learning stations whose concepts are included in the resources and materials listed above.

LS 1. *Kai Palekana* (Ocean Safety) Station:

- K.A.I. Ocean Safety
 - **Know** your limits - Listen to your *na’au* (gut feeling).
 - ✓ Knowing to listen is important traditional knowledge.
 - ✓ What are your capabilities? On land and in the water.
 - **Ask** a lifeguard or responsible adult.
 - ✓ Never swim alone.
 - ✓ Swim/surf at Lifeguarded beaches if possible.
 - **Identify** the hazards.
 - ✓ Take 5-10 minutes to study the environment.
 - ✓ Identify wind direction and speed, wave direction and size, current direction and speed, vessels (surfboards, boats, etc.) in the immediate area, and other people who may be potential hazards to your safety.
 - ✓ *Keiki* learn and discuss different safety signs that are posted on beaches.

LS 2. *Ho’okele* (Wayfinding) Station:

- Traditional wayfinding and navigation taught through the use of a star compass banner.
- Knowledge of wind patterns, currents, swells, birds, and stars required for successful travel.

LS 3. *Holo Kai* (Ocean Experience) Station:

- Hands-on, one-on-one (mentorship) ocean experience surfing or standup paddling.
 - Safe ways to use ocean recreational equipment.
 - Health benefits of being active in the ocean

LS 4. *Wa’a* (Outrigger Canoe Paddling) Station:

- Perspective of the island from the ocean. Identify the valleys where rivers bring water that includes waste and pollution to the ocean.
- Opportunity for *keiki* to swim in deep blue water with their life vest on and give them a chance to build self-confidence under careful supervision.

LS 5. *Mālama Kai* (Conservation/Stewardship) Station:

- Papahānaumokuākea Education
 - Kupuna Islands are a part of the State of Hawai‘i.
 - Hawai‘i is the endangered species capital of the world.
 - Marine debris from all over the world including Hawai‘i.
- Where Hawai‘i is located in the Pacific Ocean (Oceania).
- Buy In – It is “MY” *kuleana* to *mālama ‘āina / mālama kai* (care for the land and sea).

Compliance Training Module – Ocean Safety Education

Nā Kama Kai will design and produce a 15-minute training video to brief participants on the basics of Ocean Safety. This module will be available for DOE schools to utilize as education before field trips that include beach or ocean experiences at State or City Parks.

2 Timelines and Outcomes

PDE3 Credit Course for State of Hawai‘i DOE Teachers – Ocean Safety Education

Summer 2022 is the target implementation for all synchronous course meetings, with portfolio deadlines aligned to a Fall 2022 implementation schedule (e.g. portfolios due November and December 2022). This will allow for a Spring 2023 showcase and recruitment for a scaled round of PDE3 and educator involvement in Summer 2023 to create an opportunity to continue this work.

Milestone	Timeline
Design PDE3 Credit Course	February 2022 – April 2022
Implement PDE3 Course with In-Person Ocean Clinic Events	May 2022 – October 2022
- Honolulu County	June 2022
- Hawai‘i County	July 2022
- Maui County	August 2022
- Kauai County	September 2022
Teacher Portfolios Due	November and December 2022

Ocean Safety Resources and Materials – Nā Kama Kai Activity Book and Animated Videos

As previously shared, Nā Kama Kai is beginning production of its 5 animation videos centered on the organization’s learning stations. The Scripts are 80% complete as of

1/21/2022 and Twiddle Productions, Inc. will begin animation and voice-over work to complete the videos by June 2022. Additionally, we have laid out the milestones for the Activity Book update below. It is important that we maintain the most current and relevant information in this important resource.

Milestone	Timeline
Animation Videos Production –	February 2022 – May 2022
Design Activity Book Updates	April 2022
Update Activity Book	May 2022
Activity Book and Animation Videos Complete and Ready for Teacher Use & Implementation	June 2022

3 & 4 Quality Assurance, Evaluation Plans and Lists of Measures

The success of Nā Kama Kai programs are measured through a variety of quantitative and qualitative tools that assess the servicing of our clients, in this case keiki and teachers in the DOE.

The PDE3 course must meet the framework standards set by the Department of Education. Our Education Incubator partners will be accountable to design the course and implement it within the framework. This includes tracking the participation, progress, knowledge acquisition and completion of up to 120 teacher participants across the 4 county classes. Our in-person ocean clinic component will allow Participant feedback will also be solicited. All of these measures will then be used to assess needed improvements going forward between classes and subsequent fiscal years.

List of Measures:

- # of Teachers who enroll in the PDE3 Course
- # of Teachers who successfully complete the PDE3 Course
- # of Activity Books Distributed
- # of Animation Video Views
- # of Keiki Participants in Teacher designed lesson plans

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 2023.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$70,812.00	\$70,813.00	\$70,812.00	\$70,813.00	\$283,250.00

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2023.

Bill Healy Foundation, Portland, OR

Ama Olukai Foundation, Honolulu, HI

Hawai'ian Electric, Honolulu, HI

Hawai'ian Airlines, Honolulu, HI

NOAA, National Marine Fisheries Service, Pacific Islands Regional Office, Honolulu, HI

McPhail Family Trust

The Foundation for Global Sports, Los Angeles, CA

Atherton Family Foudnation, Honolulu, HI

City & County of Honolulu, Hawai'i

Matson Foundation, Honolulu, HI

Pamela K. Omidyar Trust, Honolulu, HI

Kamehameha Schools, Honolulu, HI

First Hawai'ian Bank, Honolulu, HI

Patagonia, Ventura, CA

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.

Nā Kama Kai has not received any state or federal tax credits within the prior three years nor is it in the process of applying or has it applied for any.

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 2023 for program funding.

Provided in attachment

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

Nā Kama Kai had an unrestricted current assets balance of \$157,065.86 as of December 31, 2021.

V. EXPERIENCE AND CAPABILITY

1. Necessary Skills and Experience

Nā Kama Kai has been in operation since May of 2008 and a total of approximately 30,000 keiki have attended Ocean Safety and Conservation Awareness Clinics over the last 14 years. Based on current enrolment rates approximately 1,200 children will attend ocean clinics in fiscal year 2023. This also assumes COVID-19 restrictions allow for safe outdoor gathering.

Nā Kama Kai ocean clinics are advertised largely by “word of mouth” and yet there is still a great demand that exceeds our current capacity. There are no other organizations that provide this service to the youth in the state of Hawai‘i or in any other coastal community in the world.

Nā Kama Kai activities proposed here are ongoing and targets all youth in many different cultural settings. The Ocean Safety and Conservation Awareness Clinics are held primarily on the island of O‘ahu, and whenever possible the other neighbor islands in Hawai‘i. Ocean clinics have also been successfully held in Brazil, Tahiti, Japan, and California incorporating place based cultural values and traditional knowledge into Nā Kama Kai’s program model. To date Nā Kama Kai has conducted over 150 Ocean Safety and Conservation Awareness Clinics and 16 Alaka‘i Instructional Camps.

In 2021 Nā Kama Kai conducted 1 Ocean Safety and Conservation Awareness Clinic due to the restrictions and risk that the year saw with COVID-19 surges. During that time the organization restructured for long term growth hiring its first Chief Operations Officer. Work begun to strengthen internal processes in increase capacity and capability. The Lessons from the Sea Animated Series project started with a rigorous request for proposal process and Nā Kama Kai partnered with Education Incubator initiating a H.O.P.E. (Hawaii Online Portal for Education) Content Institute to invite teachers to work with local watermen and waterwomen to build ocean safety curriculum for school classrooms. This partnership helped Nā Kama Kai to learn more

about what is required in the formal education environment for keiki and led to its partnership with Education Incubator on this request.

In 2020, Public health measures to control the COVID-19 pandemic led to the closure of our public beaches in March 2020. The stay-at-home order presented new challenges **and** opportunities for innovation. Nā Kama Kai met the challenge to positively influence the lives of Hawai'i's keiki. Nā Kama Kai partnered with Wai'anae Coast Comprehensive Health Center to feed keiki on the Wai'anae coast who lost an important source for nutritious meals when public schools were forced to close. Nā Kama Kai partnered with numerous organizations and by the end of May the efforts had helped distribute 84,800 meals, 46,930 lbs of pantry bags, 40,873 lbs of local produce, and 14,200 take home meals. Nā Kama Kai contributed \$33,400.00 to this project and provided hundreds of volunteer hours. Under the guidance of master shaper Tom Pohaku Stone and while maintaining COVID-19 safe protocols, 20 Alaka'i Program participants learned how to make a traditional Hawaiian Alaia or 'Ōnini surfboard. Nā Kama Kai worked with the HAKU Collective to produce six original songs and one original oli that reinforce the learning objectives of our ocean clinic learning stations. Some of these songs were featured during our virtual Pa`akai Gala (annual and first time televised fundraiser). Kimié Miner's song "Children of the Sea" hit #1 on music charts in Hawai'i.

In 2019, Nā Kama Kai conducted 12 Ocean Safety and Conservation Awareness Clinics. 735 keiki attended our Clinics on the island of O'ahu at no cost. Each Clinic was staffed by 9 professional service workers and between 40 – 75 volunteers. Nā Kama Kai also completed the lease of Harvey Hale from the USAG-HI securing a 1.25 acre lot with a two bedroom house at Pilila'au Army Recreation Center in Wai'anae. This was the first opportunity since creation in 2008 that Nā Kama Kai will have a home base of operations. Nā Kama Kai provided a type of exchange program for Alaka'i participants to Brazil. The group shared in local cultural practices and offered an Ocean Clinic while in Brazil and keiki from Brazil came to Hawaii to do the same. A documentary film was produced showcasing this amazing partnership.

ABOUT EDUCATION INCUBATOR:

Education Incubator is a Hawai'i-based nonprofit dedicated to creating opportunities for youth and educators to be agents of change for a more positive world through place-based social impact entrepreneurship and innovation, curriculum development, and professional development. EI works with kids and community to design and implement unique place-based, solution-oriented initiatives based on the core value of Innovation With Aloha. EI has worked with hundreds of youth and adults through in- and out-of-school programs to approach community problem-solving and solution-generating through the lens of passion, purpose, and positive-change, serving dozens of clients in local communities with authenticity and aloha. We are committed to 'āina-based education and indigenizing innovation and entrepreneurship for societal good, and work to support various community organizations to develop approaches and stances in their programs to embrace culture, place, and purpose.

Listed below is a sampling of our projects and services, please feel free to contact us for a complete listing:

- Foundations of ALOHA, funded by various organizations, focusing on anchoring self, family, home, classroom and community to place-based, culture-based learning. Integration of mindfulness/SEL, STEM + creativity, Hawaiian cultural values, and technology explorations for development of kilo skills. This program and its derivatives serve 1000+ families, individuals and youth from various organizations and communities, and has been on-going since March 2020. Derivatives include home-based, family-focused learning workshops sponsored by Office of Hawaiian Education, as well as professional development courses for educators and government employees.
- Hawai'i Online Portal for Education (HOPE), funded by the Governor's Emergency Education Relief Fund via RCUH. Focused on digital technology integration and curriculum development supports for public, private, charter, and alternative education teachers and leaders across Hawai'i; focus is on building capacity and empathy of digital and online tools and their effect on student learning, and creation of an online repository of Hawai'i-focused, Hawai'i-created materials across various content areas and grade levels. EI is the project architect and manager for this \$5M project in service of HAIS, UH, HIDEOE, and State of Hawai'i. 2020-2021.
- Moonshot Laboratory Hawai'i, funded by Kamehameha Schools, benefitting Native Hawaiian and Pacific Island students of Roosevelt High School, Hālau Kū Māna Public Charter School, Voyager Public Charter School, and University Laboratory Public Charter School through indigenizing innovation and entrepreneurship. 2017-2019.
- XLR8YOUTH Community and Youth Innovation Programs, funded by Castle Harold KL Castle Foundation, benefitting youth, working professionals, community organizations and leaders in a series of workshops, design sprints, and talk-stories to explore innovation and entrepreneurship towards a Thriving Hawai'i. Serving over 300 participants ages 8-80 across all Counties of Hawai'i. 2018-2020.
- Innovation Academy, funded by Kāne'ōhe Elementary School, benefitting Kāne'ōhe Elementary School Grades 4-6 inclusion classrooms in place-based, purpose-based, problem- and project-based learning focused on restoring health to Kāne'ōhe 'āina and communities. 2017-2021.
- Innovation Program, funded by Central Middle School, benefitting Central Middle School Grades 7-8 through project- and problem-based learning focused on place, purpose, and passion. 2019-2020.
- Innovation Program, funded by Kamehameha Schools, benefitting Kinai 'Eha (alternative education program located at Kawaiola, campus of Hawai'i Youth Correctional Facility). Focus on integrating technology and 'olelo Hawai'i into construction academy. 2018.
- Innovation, Entrepreneurship, and Purpose Development programs and curriculum development variations, funded by and created for Liliuokalani Trust, benefitting kamali'i ages 10-24, and staff members of Kipuka statewide. 2019-2021.

- Social and Business Entrepreneurship programs and curriculum development funded by and created for Council for Native Hawaiian Advancement, focused on indigenizing innovation and entrepreneurship in service of ‘āina and lāhui. 2020-2021.
- Innovation Program, UH Maui College, Early College Course; focused on collaborations between greenhouse technologies, creative media, and product-based learning. 2019.
- Professional Development, Maryknoll High School; purpose, passion, and PBL. 2019.
- Professional Development, Hawai‘i Technology Academy; purpose and belonging. 2018-2020.
- Professional Development, Campbell High School; purpose, passion, innovation and entrepreneurship. 2019.
- Professional Development, Laupahoehoe Public Charter School, STEM + SEL. 2019.
- Professional Development, St. Mark Lutheran School; purpose development. 2019.
- PDE3 Course on Innovation and Invention in Elementary School classrooms, benefitting teachers from Pearl Harbor Elementary, Kalihi Kai Elementary, Kamiloiki Elementary; STEM + SEL. 2020.
- Strategic Visioning Facilitation, Mō‘ili‘ili Community Center. 2019-2020.
- Strategic Visioning Facilitation, Hawai‘i Pacific Parks Association. 2021.
- Strategic Visioning Facilitation, KEY Project. 2020.

2. Facilities

In order to gain access to the water for Ocean Safety and Awareness clinics, Nā Kama Kai utilizes state and city beach parks for their training venue. An extensive safety and emergency protocol has been implemented to ensure all keiki involved in clinics are kept out of harm’s way (Safety and Emergency Protocol will be made available on request). On site locations for training will occur at event sites in preparation of each activity. The on site Director of each project ensures maximum accessibility, safety, and support for service delivery. The Director implements the Safety Protocol at each event to ensure all activities are conducted safely. Event sites owned by the State of Hawai‘i or the City and County of Honolulu all have accessible restrooms and doorways.

VI. PERSONNEL: PROJECT ORGANIZATION AND STAFFING

1. Proposed Staffing, Staff Qualifications, Supervision and Training

Position Title	# of Positions	FTE	% funded by this proposal	Primary Responsibilities

CEO	1	1	25%	Contract oversight, program management and staff supervision, program planning, design and development, budget approval and management, completion of reporting requirements, designs safety protocols
COO	1	1	25%	Program management and staff supervision, program planning, design and development, budget design and management, completion of reporting requirements, responsible for day to day operations
Administrative Assistant	1	1	25%	Maintains financial records, coordinates schedule of events and activities, ensures correspondence is done in a timely manner
Operations Coordinator	1	0.5	25%	Assists in all phases of program implementation,
Ocean Clinic Director	2	n/a	Contract	Oversees all ocean clinic activities, ensures clinic activities are completed in a timely manner, program management and staff supervision, ensures safety protocols are in place
Ocean Clinic Coordinator	2	n/a	Contract	Maintains strict adherence to schedule of activities, leads special activities as needed, implements safety protocols, ensures youth are closely monitored throughout the clinic
Ocean Clinic Professional Services	9	n/a	Honorarium	Provides specialized guidance an instruction to participants
PDE3 Course Administrator and Education Content Designer	1	n/a	Contract	Designs PDE3 Ocean Safety Course, Designs K-12 Curriculum in partnership with Ocean experts, program management and staff supervision, accountable to PDE3 standards and results
PDE3 Course Instructor	2	n/a	Contract	Facilitates PDE3 course with participants across the State of Hawai'i,

Staff Qualifications

Position	Minimum Position Requirements	Education and Experience
CEO	CPR Certified, USLA Lifeguard Certified, and First Aid Certified	Duane DeSoto: High School Grad, Professional Surfer, and CEO/Co-founder of Nā Kama Kai
COO	CPR Certified, First Aid Certified, Red Cross Lifeguard Certified	Matthew Kauwe: Bachelor of Arts in Economics at the University of Hawai'i at Mānoa, 22 years Business Operations and Organization Management, 26 years surfing
Administrative Assistant	Strong organizational skills, understands the internet, skilled use of Microsoft Word, Excel and event booking software	Maile DeSoto: High School Grad, Highly skilled administrative assistant with 16 years experience
Operations Coordinator	Strong organization skills, skilled use of Microsoft Office, CPR Certified, First Aid Certified, Red Cross Lifeguard Certified	Aloha Pa'akaula: Bachelor of Arts in History, 12 years work experience
Ocean Clinic Director	Strong Leadership Skills, CPR Certified, First Aid Certified, Red Cross Lifeguard Certified	Anthony Aurely: High School Grad, 26 years surfing, 10 year Nā Kama Kai volunteer, Surf Coach Certified
Ocean Clinic Coordinator	Skilled waterman, CPR Certified, First Aid Certified, Red Cross Lifeguard Certified	Makamae DeSoto: High School Grad, 30 years surfing, Ocean Rescue Certified, Professional Surfer
Ocean Clinic Professional Services	Practitioner in their respective fields	Noland Keaulana: Lifeguard since 2009, Bruce DeSoto: Canoe specialist since 1980, Ronald DeSoto: Canoe specialist, Scott McPhail: SUP expert and experienced waterman, Nā Kama Kai volunteer since 2008
PDE3 Course Administrator	Experience in design and facilitation of Teacher Professional Development courses, Strong background in Education	Miki K. Tomita: B.S.E. in Biosystems Engineering at the University of Hawai'i at Mānoa, and a Ph.D. in Education at Stanford University , Founder and CEO of Education Incubator, Worked in education for 20 years as a

		<p>teacher/administrator/curriculum developer/researcher, curriculum developer of place-based/culture-based programs and content, Polynesian Voyaging Society and Hōkūle‘a education director and assistant to Pwo Navigator Nainoa Thompson</p>
<p>PDE3 Course Instructor</p>	<p>Experience facilitating Teacher Professional Development courses, Strong background in Education</p>	<p>Hye Jung Kim: Bachelor of Science in Pure Mathematics at University of Central Florida, Master’s Degree in Mathematics the University of Hawai‘i at Mānoa, Chief Program Officer and Lead Instructor of Education Incubator, Worked with youth in public, charter, and independent K-12 schools including Aka‘ula School, ‘Iolani School, Noelani Elementary School, and University Laboratory School, Worked at the University of Hawai‘i West O‘ahu and Kapiolani Community College as a mathematics and mathematics education instructor, Volunteer crew member of the Polynesian Voyaging Society, Fellow at the National Science Foundation’s GK-12 program</p> <p>Logan Narikawa, Masters in Theological Studies from Harvard Divinity School, Ph. D. candidate in the American Studies department at the University of Hawai‘i at Mānoa, Program Assistant of Education Incubator, Worked with youth and adults in various in and out of school settings, through his time with Teach For America, Polynesian Voyaging Society, and KAHEA</p>

Supervision - Nā Kama Kai understands the importance of supervision during all stages of working with youth. Our programs follow a logical “chain of command” that starts at the top. The CEO supervises the COO and the COO supervises the Program Directors and serves as a backup to the Program Coordinator as appropriate when necessary. Similarly, the Program Director oversees activities conducted by the Coordinators and Special Project Instructors. The Program CEO is accountable to the Nā Kama Kai Board of Directors. The CEO oversees and supervises all activities conducted by Nā Kama Kai and the COO is responsible to ensure the Program Directors implement the Ocean Safety and Conservation Awareness Clinics and Alaka‘i Program. Program Coordinators supervise clinic Project Specialists. The Special Project Instructors supervise the Special Project Assistants. Nā Kama Kai maintains an “Open Door Policy”

which allows access to all supervisors whenever needed. Supervision is ongoing and feedback is provided on a monthly basis to all staff and specialists. Training is also provided in the form of mentorship at all levels and provides an opportunity for supervisors and those being supervised have ample opportunity to discuss methodology and integrate improvements to the programs offered by Nā Kama Kai.

Training - Nā Kama Kai has two levels of training designed to meet the need of the organization. The first and foremost priority is to ensure the safety of all involved in Nā Kama Kai activities. To that end NNK ensures that at least 4 certified CPR and First Aid staff or volunteers are present at all Nā Kama Kai ocean clinics. All staff and volunteers are notified when First Aid and CPR training is available.

2. Organization Chart

Visual Organization Chart included in attachments

Board of Directors

- Duane DeSoto CEO
 - Matthew Kauwe COO
 - Miki Tomita PDE3 Course Administrator
 - Hye Jung Kim PDE3 Course Instructor
 - Logan Narikawa PDE3 Course Instructor
 - Maile DeSoto Administrative Assistant
 - Aloha Pa'akaula Operations Coordinator
 - Anthony Aurely Ocean Clinic Director
 - Makamai DeSoto Ocean Clinic Coordinator
 - Bruce DeSoto Ocean Clinic Professional Services
 - Scott McPhail Ocean Clinic Professional Services
 - Noland Keaulana Ocean Clinic Professional Services
 - Ronald DeSoto Ocean Clinic Professional Services

3. Compensation

CEO	\$70,000.00
COO	\$100,000.00
Administrative Assistant	\$45,000.00
Operations Coordinator	\$20,000.00

VII. Other

1. Litigation

Not Applicable

2. Licensure or Accreditation

Not Applicable

3. Private Educational Institutions

This grant will support the statewide system of public schools and not any sectarian or nonsectarian private educational institution.

4. Future Sustainability Plan

Upon receiving the Grant in Aid grant for fiscal year 2023 Nā Kama Kai will continue to work diligently on strengthening our programs and fund development strategies. We have five components included in our strategies for fund Development. Our annual Pa'akai Gala fundraiser, Merchandise Sales, individual donors cultivation, major gifts, and Grants.

The Pa'akai Gala is our Annual fundraising concert/diner. To date we have successfully run 10 Gala's. The first annual Pa'akai Gala was held at the Pacific Club where we netted a profit of \$24,000.00. The second annual Pa'akai Gala was held at the Hale Koa Hotel where we netted a profit of \$30,000.00. In 2020, we had to transition from in person to broadcasting the Pa'akai Gala due to COVID. We netted \$78,000.00 which was our best fundraiser to date! We broke that record in 2021 with the 2nd televised Pa'akai Gala netting \$185,000!

Merchandise Sales will be a big part of Nā Kama Kai's advertising and fundraising. We expanded our merchandise on our website in 2021 and plan to continue to grow this offering. This will allow us to not only sell items at our existing events but to also sell to a national and international market.

Cultivating our donor list to engage individual donors will be important to our success in the future. In 2019, non profit organizations across the United States received 60% of their funding from this source. We receive less than 10%. We have had some success with major gifts and believe the purity of our mission has to potential to get much more.

Grants are an important source of Nā Kama Kai's ability to grow our services. Grant in Aids funding will help us demonstrate to other funders that we are being funded by various agencies outside of the private and federal sectors. This grant will be key in funding our full time positions allowing us to write more grants that are program focused, thus allowing Nā Kama Kai to bring a better product to more children in Hawai'i.

If Nā Kama Kai were not receiving funding from Grant in Aid after fiscal year 2023 we would be stronger from its previous support and use the gained knowledge and experience to seek out a replacement. Executing our fundraising programs as planned should provide us the financial ability to sustain at the same level of output. We would

look at our program structure and plan for consistency but limit our growth. Meanwhile we are always looking for grants and other sources of private funding.

Nā Kama Kai has very humble beginnings with great success so our plan is to position Nā Kama Kai to leave a legacy for all keiki with or without funding.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2022 to June 30, 2023

Applicant: NA KAMA KAI

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	63,750			
2. Payroll Taxes & Assessments	4,000			
3. Fringe Benefits	6,000			
TOTAL PERSONNEL COST	73,750			
B. OTHER CURRENT EXPENSES				
1. Airfare, Interests and	4,000			
2. Insurance	4,000			
3. Outlets and Rentals of Equipment	6,000			
4. Permits for Ocean Activities	500			
5. NKK Activity Book Updates	10,000			
6. NKK Activity Book Supplies for DOE	14,000			
7. Annual Meeting Expenses	50,000			25,000
8. PDE3 and K-5 Curriculum Development	25,000			
9. PDE3 Instructional Staff	36,000			
10. PDE3 Education Materials Supplies	12,000			
11. PDE3 Teacher Portfolio Reviews	24,000			
12. PDE3 Course Administration Strat	12,000			
13. PDE3 Office Hours for Teachers	12,000			
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	209,500			25,000
C. EQUIPMENT PURCHASES	0			
D. MOTOR VEHICLE PURCHASES	0			
E. CAPITAL	0			
TOTAL (A+B+C+D+E)	283,250			25,000
SOURCES OF FUNDING				
(a) Total State Funds Requested	283,250	Budget Prepared By: Matthew Kauwe Name (Please type or print) 808-372-2813 Phone		
(b) Total Federal Funds Requested	0	Name (Please type or print) <i>Matthew Kauwe</i> Signature of Authorized Official 1/21/2022 Date		
(c) Total County Funds Requested	0	Name and Title (Please type or print)		
(d) Total Private/Other Funds Requested	25,000	Matthew Kauwe COO		
TOTAL BUDGET	308,250			

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2022 to June 30, 2023

Applicant: NA KAMA KAI

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
NONE			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
NONE			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2022 to June 30, 2023

Applicant: NA KAMA KAI

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			NONE		
LAND ACQUISITION			NONE			
DESIGN			NONE			
CONSTRUCTION			NONE			
EQUIPMENT			NONE			
TOTAL:						
JUSTIFICATION/COMMENTS:						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Nā Kama Kai

Contracts Total:

31,000

CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1 Awareness Clinics to Teach and Disseminate In	09/01/2019-08/31/20	NOAA	U.S. Dept of Comr	11,000
2 CARES Act Funding for small businesses	FY 2020	Office of the Mayor	C&C of Honolulu	20,000
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