

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:

Pacific Gateway Center

Amount of State Funds Requested: \$ 199,867.00

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

This grant request will help seniors to supplement their income and provide financial and physical independence. The funds will help create and deploy successful marketing, outreach, design, and, most notably, launch of a Kūpuna as Entrepreneurs (KEP) program to our Senior Center's list of offerings. The GIA will provide operating assistance and supplies to add digital access and provide additional content to expand usability and convenience for clients. KEP will also leverage our our expertise in business development to teach seniors to create and develop small businesses.

Amount of Other Funds Available:

State: \$ 853,267

Federal: \$ 1,991,678

County: \$ 0

Private/Other: \$ 1,395,659

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

\$ 4,315,458

Unrestricted Assets:

\$ 634,695

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:

723C Umi Street

City: Honolulu State: HI Zip: 96819

Contact Person for Matters Involving this Application

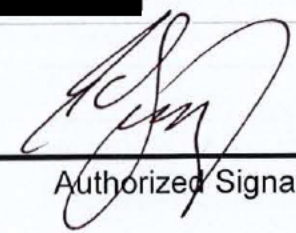
Name: Mr. En Young	Title: Executive Director
Email: eyoung@pacificgatewaycenter.org	Phone: 808-762-5950

Federal Tax ID#:

[Redacted]

State Tax ID#

[Redacted]

  
Authorized Signature

En Young, Executive Director

Name and Title

01/21/2022

Date Signed

## 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

En Young, Executive Director  
PRINT NAME AND TITLE

01/21/2022  
DATE

## 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)**

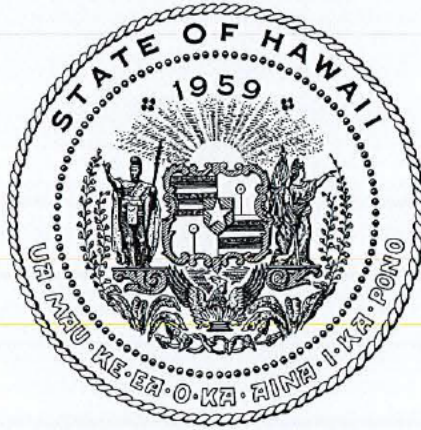
If the applicant is an organization, the applicant shall submit one (1) copy of a certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2021. (see the Attachment)

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

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

#### **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](#). (See the attachment)



## 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

PACIFIC GATEWAY CENTER

was incorporated under the laws of Hawaii on 03/22/1984 ; 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 23, 2021

*Catherine P. Awai-Cole*

Director of Commerce and Consumer Affairs



31st Legislature of the State of Hawaii  
Hawaii State Capitol  
415 So. Beretania Street  
Honolulu, HI 96813

January 21, 2022

The Pacific Gateway Center hereby attests:

We 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 this grant may be awarded;

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;

Agree not to use state funds for entertainment or lobbying activities; and

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.

The Pacific Gateway Center is incorporated under the laws of the State of Hawaii, and has bylaws and/or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided.

The Pacific Gateway Center has also been approved and designated as a nonprofit organization under Section 501(c)3 of the Internal Revenue Code, and has a governing board whose members have no material conflict of interest and serve without compensation.

  
By: En Young  
Its: Executive Director

**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.

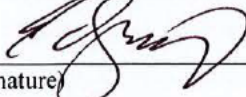
3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:

- 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.

Pacific Gateway Center  
(Typed Name of Individual or Organization)

  
(Signature) 01/21/2022  
(Date)

En Young  
(Typed Name) Executive Director  
(Title)

## **II. Background and Summary**

### **1. A brief description of the applicant's background**

The Pacific Gateway Center (PGC) is a nonprofit organization under section 501(c)3 of the Internal Revenue Code. Founded in 1973 in a collaborative effort by the Pālama Council of Churches, PGC's original purpose was to respond to the waves of Southeast Asian migrants coming to Hawai'i and America due to the Vietnam War. Over time, with continued conflict, political instability, changing foreign relations between the United States, Asian, and Pacific Island countries and, more recently, migration due to climate change, the PGC has adapted to respond to many cultures who seek to call Hawaii their home.

Originally starting with immigration and migrant processing with wrap around services such as resettlement, housing, and employment, PGC has developed expertise in alleviating economic barriers while also evolving a deep understanding of the role alienation of any sort, be it social or cultural exclusion, limited english proficiency or education, or lack of access in the legal or healthcare systems plays in the success of the target individuals or groups serve.

Over time, the staff and leadership of PGC came to understand that issues of exclusion are not solely the challenges of immigrants. From literacy among Native Hawaiians, social exclusion of active seniors, to cultural mistrust of western medicine among second and third generation Filipinos and Tongans, the expertise PGC has built encompasses all marginalized communities, and the issues of trust and rapport in navigating confusing bureaucratic systems are just as true for our citizenry as it is for newcomers.

PGC's extensive experience now includes, in addition to social service provision, employment, business development, agriculture, land management, microlending and, our most recent addition, services for kūpuna. Since 2016, PGC has been the administrator for the Nā Kūpuna Makamae Center (NKMC), a senior-focused service center located in the old pump station in Kaka`ako. While initially starting out with traditional programming such as health and wellness, PGC is pivoting to leverage our considerable history and diverse clientele to create community and stability for our seniors. Our portfolio approach provides innovative programming and new opportunities for this underserved population.

The PGC facility has allowed us to build an existing senior clientele, as well as test and develop programming which resonates with the community. While COVID-19 did substantially reduce PGC's ability to provide in-person content, the pandemic strengthened our community ties. NKMC, with the reduction of in-person services has pivoted the site to provide food distributions in partnership with Hawaii Food Bank and Hawaii Health and Harm Reduction Center (H3RC), as well as Kaiser Permanente to provide vaccination clinics to vulnerable populations including seniors and limited English proficiency populations.

## **2. The goals and objectives related to the request**

This Grant-in-Aid request will provide operating assistance and equipment to support pivoting from in-person programming to add digital access and provide additional content. Moreover, funding will assist with successful marketing, outreach, design, and, most notably, launch of a Kūpuna as Entrepreneurs (KEP) program to NKMC's offerings. KEP will leverage our current clientele base, extensive network of partners, and our expertise in business development to teach seniors to create and develop small businesses. These programs will help seniors to supplement their income and provide financial and physical independence.

The mission of the NKMC is to provide innovative, quality services and programs dedicated to our seniors, their families, and community that will empower, educate, enlighten, and entertain.

The goals and objectives of this program under our mission are clear and actionable:

### **Goal 1: Extend the accessibility of meaningful content to seniors in live and virtual formats**

Objective 1: Identify and acquire supplies and/or equipment necessary to feature, record, and disseminate live programming to seniors and other interested parties unable to attend live events

Objective 2: Train staff and content providers in the use of equipment and presenting live content in a virtual format

Objective 3: Translate virtual content into multiple languages to provide additional accessibility for seniors and other residents of limited english proficiency

### **Goal 2: Leverage existing business development expertise and microlending programs to encourage and support willing seniors to become entrepreneurs**

Objective 1: Convert existing business development curricula and programming to meet the needs of seniors

Objective 2: Outreach and market business program and microlending opportunities to seniors in appropriate media channels

Objective 3: Empower seniors with knowledge, support, and capital to develop businesses appropriate to their experience and life goals

### **Goal 3: Support the diversification of Hawaii's economy by creating small businesses and maximizing the workforce at all ages**



### **3. The public purpose and need to be served**

This proposed service includes multiple public purposes. At the highest level, creating new businesses serves an economic development function, creating new jobs and diversifying the local economy. Second, our focus on senior citizens acknowledges the ongoing challenges our seniors face with economic self-sufficiency as well as provides key support for healthy physical and mental aging. The population over sixty-five (65) years of age is the fastest growing segment in Hawaii, and comprises about twenty (20) percent of the population. Thirdly, our translation of materials into additional languages increases access to programming for those who are limited English proficient (LEP). At NKMC, some of the current content includes seminars on Medicare, as well as access to healthcare, vaccination services, and other public benefit content.

With regard to need, a recent Oxford Economics study prepared for the AARP estimates the population of persons over fifty (50) in America will expand by forty-five (45) percent by 2050. This massive increase in older Americans will mean a shift in what our population spends money on, composition of the workforce, and an increased number of retired individuals. Moreover, the 2020 Elder Index Study conducted by the Center for Demographic Research on Aging at the University of Massachusetts, Boston, indicated Hawai'i has the highest rate in the nation of older couples living in poverty. In the State, the City and County of Honolulu has the highest cost of living and thus, the highest required income for stable residency for seniors wishing to retire here. A Pacific Business News poll in 2020 indicated only 39% of respondents planned to retire in Hawaii.

The figures may indicate a coming crisis of affordability for retirees in Hawaii, a need to increase social and cultural offerings for those who choose to stay, and a coming loss of cultural and professional experience or "brain drain" from the workforce, among other potential secondary and tertiary effects.

PGC's proposal directly addresses each of these needs. Business development services can provide supplemental income that also respects the financial and social independence of the senior, allowing them to dictate the terms and conditions of their self-employment. PGC's content at NKMC provides opportunities for healthy and safe socialization, while also featuring cultural content from a variety of teachers and experts. Finally, this platform, if well implemented, can also give voice to kūpuna as content creators, sharing their experiences and memories of Hawaii with others in the community. This will increase cultural continuity as other elders leave the state, and allow professionals with experience in business in Hawaii to make contributions that are valuable to them and to the people we are serving.

### **4. Describe the target population to be served**

The primary target population to be served is senior citizens. Using our target population, many of the seniors will be low-income, however our program will not turn away seniors looking to develop businesses who do not meet income thresholds.

Businesses created by seniors at all levels of the income scale will help diversify the economy and create jobs, which will affect persons in lower income brackets indirectly.

The most recent Census data reveals the current population of seniors over sixty-five (65) is just about twenty (20) percent of the population. While this population is largely written off from the workforce by many, retired individuals are vast repositories of information and experience in their respective fields. According to the Federal Department of Health and Human Services, Administration for Community Living, the American population of seniors was 54.1 million, and is projected to grow to 80.8 million in 2040, and 94.7 million by 2060. This equates to nearly twenty five (25) percent growth in the senior population in each of the next four decades.

Economically, Hawaii seniors are expected to have the highest income in the nation to maintain a dignified retirement, with renters and homeowners with mortgages expected to earn twenty two (22) and twenty four (24) percent more than the national average, respectively, to meet basic needs.

While the Pacific Gateway Center cannot service all of the seniors in the State, we will begin by concentrating on our network of seniors and service providers participating at the NKMC, and use digital tools and our networks to provide the widest coverage possible.

## **5. Describe the geographic coverage**

The NKMC is located in Kaka`ako, O`ahu, and in-person services are centered in this geographic area. However, a move to digital tools will allow PGC to provide meaningful and entertaining content worldwide. PGC's staff is fluent in digital meetings and presentations, and can assist seniors at home with converting to digital consumption of the curricula. PGC's microlending platform is Kiva, a well-known and global microlending platform accessible from any computer or smartphone, requiring more social interaction than traditional financial acumen. PGC restricts its lending to O`ahu to comport with our mission, reach, and to respect other microlending providers on the neighbor islands. However, PGC is well-networked in this lending community and is comfortable referring clients who have attended classes and wish to access capital to our partners statewide.

### **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**

##### **Scope of Work**

Pacific Gateway Center proposes the following Scope of Work:

##### **Content Development and Accesibility Services**

Staff of Pacific Gateway Center shall:

- 1) Staff and maintain the NKMC facility
- 2) Develop schedules and themes for NKMC programming
- 3) Cultivate prospective teachers and further develop networks to surface prospective content and content providers
- 4) Continuously survey and collect feedback from content users to improve user experience and ensure value alignment
- 5) Identify populations who may be interested or may benefit from the content
- 6) Develop marketing materials in appropriate formats and languages to provide the widest possible outreach
- 7) Source and procure supplies, equipment, and software necessary to record and present live content in a digital format
- 8) Train and guide live content providers to optimize content for digital formats
- 9) Facilitate translation of content into languages identified for the target population

##### **Business Development Services**

- 1) Tailor business development curricula to the Senior population
- 2) Expand and continue to build a network of service providers to support business specialties outside of PGC's capacity
- 3) Group format meetings online or virtual to introduce the Seniors as Entrepreneurship Program to targeted seniors
- 4) One on one client meetings to introduce the basic concepts of business formation and regulations
- 5) One on one client meetings to assist the potential entrepreneur in formulating a business plan
- 6) One on one follow meetings to continue to refine business product
- 7) Group format meetings to introduce participants to the Kiva loan microlending product and process
- 8) Development of marketing materials for interested individuals and groups
- 9) Attendance at local networking events and conferences for outreach purposes

Administration

- 1) Service Design and Continuous Improvement
- 2) Fiscal and Program Reporting
- 3) Contract Administration

Specific staff performing these tasks are mentioned in the appropriate section(s) below.

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

Pacific Gateway Center is very familiar with providing similar services for other populations. Using a conservative estimate assuming in-person services are not fully recovered from the pandemic, as well as delays in the release and subsequent contracting of funds, PGC believes we can accomplish the service in quarter two of State fiscal year 2024, or December 31, 2023.

Below is a chart depicting tasks expected to be begun in each quarter, with quarter zero (0) representing the time period between the notice of approval in the Legislature and the execution of the contract. Once activities are begun, they will carry forward throughout the grant period.

Quarter	0	1	2	3	4
Progress Indicators	Research Equipment	Develop marketing and outreach materials	One on One meetings for business formation and regulations	Survey and collect feedback to refine program and user experience	Close program reporting period
	Develop Marketing Materials	Procure supplies, equipment, and software	One on One meetings for business planning	Group meetings to introduce the Kiva loan microlending product	Contract closeout and monitoring

Outreach at networking events and conferences	Tailor business development curricula to the Senior population	Follow up specific meetings	Facilitate translation of content into appropriate languages
Develop Schedules and Themes for NKMC content	Cultivate prospective teachers to source content	Fiscal and Program Reporting	
Develop reporting format and Quality Assurance regimen	Identify populations who may be interested or benefit	Service Design and Continuous Improvement	
Expand and continue to build service provider network	Group format meetings to introduce SEP to Seniors	Train and guide providers to optimize content	

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

Quality Assurance is an ongoing process that begins with program development. PGC has a record of experience in all of the proposed activities, albeit with different populations. The first step in assuring quality is to make sure the proposed goals are reasonable and attainable. Given our experience serving seniors in other capacities and serving low-income and disadvantaged populations with business services, PGC has proposed reasonable outcomes.

The second step in assuring quality is to align staff and management with the goals of the program and create clear definitions for quality service. This process ensures clarity between staff and management and allows for staff to act more effectively and independently, increasing efficiency in the longer term. These programs were co-designed in consultation with both our staff who would implement the program and our Board, who evaluates our performance.

Third is benchmarking and researching best practices. PGC has an established microlending and business development program currently funded by the Federal

government, as well as prior experience as a Community Development Financial Institution (CDFI) and deep partnerships with local business assistance agencies such as the Small Business Administration (SBA.) These relationships tie our outcomes to both Federal expectations as well as best practices to the community of business development providers statewide. Our outcomes are designed based on best practices and prior implementation of large grant programs.

Finally, implementation and diligence is necessary in any quality assurance program. At the highest level, PGC has implemented monthly staff meetings to share programmatic goals and outcomes between departments. At the program level, bi-weekly meetings with individual departments allow staff to report to management progress on any metrics and roadblocks to success. Staff is allowed and encouraged to be honest and offer solutions to program issues while management strives to practice effective listening.

From these meetings, concrete action can be taken to improve marketing if client enrollments are off target, or to improve messaging and presentations if clients report low satisfaction. Also, a goal of the structured meetings are aspects of monitoring.

Monitoring consists primarily of ensuring the service is proceeding at the right pace to achieve program goals, while making sure that clients receive quality service. Monitoring is again rooted in clear expectations at the beginning of the service, and then adherence to the stated timelines and goals of the project.

PGC monitoring begins with biweekly meetings for each program, checking progress toward goals and identifying systemic issues that hinder program effectiveness. PGC uses software for programmatic tracking and assigns tasks based on who would be most effective to alleviate specific issues, as agreed upon by management and staff.

Program evaluation adds another layer of accountability by adding a client-centric viewpoint. In addition to the simple task of identifying whether or not PGC metrics are proceeding according to plan, the evaluation piece accounts for the perception and experience of the client receiving the service. Evaluation begins at intake, with a survey designed to gather basic demographic information as well as develop a baseline including socioeconomic status and expectations from the program. Progress cannot be measured and evaluated without these key foundational components.

Progress indicators for the agency are matched with progress indicators for individuals with the development of an individualized service plan (ISP). The ISP aligns the goals of the program with the goals of the individual, and memorializes the agreement between the agency and client to work together to achieve these goals. Beyond program monitoring, evaluation requires gathering feedback from the client and ensuring their needs are met, as the purpose of the service is to adequately and professionally serve the client.

These processes are prerequisites for program improvement, which can occur at an individual level assisting a specific client, or can emerge from feedback across a group of clients or the entire client base. PGC uses software to collect feedback and analyze it for program improvement. For clients with limited proficiency in technology, our staff walks them through the survey process. As this is a largely reactionary process, management will analyze data at regular program intervals, and integrate it into ongoing reports internally and to the State expending agency.

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.

Pacific Gateway Center will report the following outputs:

- Number of people who receive outreach material
- Number of people who sign up for PGC newsletter
- Number of people viewing content in person
- Number of people viewing content virtually
- Number of people attending group meetings
- Number of one on one meetings with staff and clients
- Number of businesses created
- Number of jobs created

These are basic metrics, and additional data will be available, such as number of business plans created, etc. PGC will work with the expending to finalize metrics.

## **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) – See attachment
  - b. Personnel salaries and wages (Link)- See attachment
  - c. Equipment and motor vehicles (Link) - None
  - d. Capital project details (Link) - None
  - e. Government contracts, grants, and grants in aid (Link) – See attachment
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
\$61,220	\$46,216	\$46,216	\$46,215	\$199,867

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

This initiative extends existing program funding and expertise to an additional, specialized clientele. In addition to existing funding, PGC has written one additional grant to date that may affect State fiscal year 2023:

City and County of Honolulu GIA- \$200,000

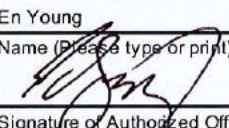
4. The applicant shall provide a listing of all state and federal tax credits it has been granted within the prior three years. Additionally, the applicant shall provide a listing of all state and federal tax credits they have applied for or anticipate applying for pertaining to any capital project, if applicable.
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.
6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2021.



## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2022 to June 30, 2023

Applicant: Pacific Gateway Center

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	119,799			
2. Payroll Taxes & Assessments	11,453			
3. Fringe Benefits	26,751			
<b>TOTAL PERSONNEL COST</b>	<b>158,003</b>			
<b>B. OTHER CURRENT EXPENSES</b>				
1. Airfare, Inter-Island				
2. Insurance	3,111			
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies	15,000			
7. Telecommunication	1,513			
8. Utilities	2,240			
9. Professional Services	20,000			
10.				
11.				
12.				
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18.				
19.				
20.				
<b>TOTAL OTHER CURRENT EXPENSES</b>	<b>41,864</b>			
<b>C. EQUIPMENT PURCHASES</b>				
<b>D. MOTOR VEHICLE PURCHASES</b>				
<b>E. CAPITAL</b>				
<b>TOTAL (A+B+C+D+E)</b>	<b>199,867</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested		En Young	808-762-5950	
(b) Total Federal Funds Requested		Name (Please type or print)	Phone	
(c) Total County Funds Requested			1/21/22	
(d) Total Private/Other Funds Requested		Signature of Authorized Official	Date	
<b>TOTAL BUDGET</b>		En Young, Executive Director		
		Name and Title (Please type or print)		

Applicant: Pacific Gateway Center

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Na Kupuna Makamae Coordinator	1.0	\$49,449.00	100.00%	\$ 49,449.00
Social Enterprise Specialist	1.0	\$60,000.00	50.00%	\$ 30,000.00
Social Enterprise Program Director	1.0	\$65,000.00	25.00%	\$ 16,250.00
Deputy Director of Programs	1.0	\$75,000.00	0.1	\$ 7,500.00
Senior Accountant	1.0	\$70,000.00	0.1	\$ 7,000.00
Executive Director	1	\$120,000.00	0.08	\$ 9,600.00
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
<b>TOTAL:</b>				119,799.00
<b>JUSTIFICATION/COMMENTS:</b>				

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

App

Pacific Gateway Center

Contracts Total:

125,000

	<b>CONTRACT DESCRIPTION</b>	<b>EFFECTIVE DATES</b>	<b>AGENCY</b>	<b>GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)</b>	<b>CONTRACT VALUE</b>
1	Mitigation and repair of roof leaks	6/8/21	Department of Accounting	State of Hawaii	125,000
2	and water damage of the historic	to	and General Services		
3	653 Ala Moana Pump Station	12/31/22			
4	Contract No.: 69564				
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## **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.

PGC possesses the necessary skills and experience to implement this program. In fact, the proposed Kūpuna as Entrepreneurs program is an extension of a number of our core competencies to include an oft-forgotten population, seniors, in business development activities.

Several competencies are necessary to carry out this program. These skills include community outreach, experience working with senior populations, business development training, and translation services. In addition, a robust and accessible facility familiar to the clientele greatly enhances the ability of PGC to attract and enroll clients into the program. A discussion of the facility is in the appropriate section below.

For nearly 50 years, PGC has reached out to the most marginalized populations in Hawaii, those who did not speak English, those who were seen as invasive to the population, and those who have deep-seated mistrust of government and agencies trying to assist them. From this experience, PGC has learned to develop trusting relationships either directly with the population themselves or through other community partners who have earned that trust, such as churches and community elders. This experience has taught PGC how to develop outreach channels that penetrate deeply into the community we wish to serve. Further, the NKMC is already a senior center with an established clientele. Starting from this client base and networking through our partners such as Kūpuna power and our nonprofit and government partners in senior services, PGC is well positioned to carry out community outreach functions quickly and efficiently.

As stated, NKMC is currently a senior center. While our in-person attendance has declined, our newsletter and social media following has grown, with also nearly daily inquiries from passers by and members of the public about our services and when we plan on reopening. The pent-up demand for social interaction by quarantined or isolated seniors validates our assertions that the community is ready for additional content. NKMC has a cadre of teachers in specific subjects, including Hawaiiana and active aging offerings, and we regularly poll our clients to keep our content fresh and relevant. It is this experience with the senior population that will assist PGC in designing robust and appropriate approaches to senior entrepreneurship.

PGC also has a robust history in business development. PGC leases a 176-acre farm where we incubate and lease to disadvantaged farmers, assisting them with grant applications, general farming practices, access to markets, and navigating government systems. In addition, PGC owns 11 certified kitchens with accompanying cold and dry storage in the Kalihi area incubating small food businesses such as food trucks and catering entrepreneurs. For both of these programs, PGC provides business development support, including developing business plans, the basics of business registration, the regulatory environment with the Hawaii State Departments of Health and Agriculture, and access to other specialized services through referrals. A more recent offering is access to capital through an online loan platform called Kiva. Additional funding from private sources have allowed us to provide matching grants to participants as well for a total of \$15,000 in 0% startup loans for qualified applicants.

Finally, access to all in our community means translation services for the limited english proficient. With a significant immigrant population in Hawaii, being able to offer business services to hardworking people of all ethnicities requires access to translation. PGC runs the Hawaii Language Bank, a service that leverages local translators as well as a national troupe of translators through the Lexikeet system providing over 35 languages to those of limited English proficiency. Even for those who have a working or professional knowledge of English, this does not mean they are equally proficient in reading and writing. Allowing all of society access to economic opportunity creates economic justice and increased opportunity for those of all ethnicities.

It is the combined experiences of the Pacific Gateway Center that ensure this project will be a success.

## **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.

PGC's proposed program will be both in-person and virtual, according to the comfort level of the client and our ability to safely implement the program. Our facility is the beautiful Nā Kūpuna Makamae Center on 653 Ala Moana Boulevard. This historic building was the first wastewater pumping station in the Territory of Hawaii, and was most recently renovated by the Hawaii Community Development Authority in 2016, when PGC was awarded a long-term lease for the facility.

The facility has ample space for group gatherings, and, until the pandemic, was being used by senior citizens as a gathering place for various class offerings provided by Pacific Gateway Center and our community partners. If private meetings are necessary, there is an attached office space which allows for privacy when dealing with sensitive information.

The facility is right across from several service provider buildings and retail space, namely 677 Ala Moana Boulevard, the building formerly known as the "Gold Bond" Building, and the current retail and restaurant development in Kaka`ako known as SALT.

The facility is on a primary thoroughfare, Ala Moana Boulevard, and accessible from a number of different bus lines. Further, the NKMC has its own parking lot maintained by PGC which can comfortably accommodate twenty (20) vehicles at once, in addition to the ample street parking in the surrounding Kaka`ako area.

## **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 staffing is minimal for this type of program and consists of a full-time coordinator to staff the facility, a part-time business development specialist and the entrepreneurship Program Director to guide program implementation and provide direct services. Supervision and quality assurance as well as contract administration is provided by the Deputy Director of Programs and Executive Director. Financial reporting, invoicing, and expense tracking are provided by the Senior Accountant. Lines of supervision are delineated in the attached organizational chart.

The Nā Kūpuna Makamae Coordinator has daily contact with clients both in person and virtually, speaking to clients and potential teachers to create and solicit content appropriate for the target population. Creative and global experiences for our Coordinator were inspired by her Bachelor's degree in fashion design from Paris and her Chinese heritage. She has worked for almost 4 years at Nā Kūpuna Makamae Center working and interacting closely with kūpuna and their learning, and needs. She coordinated for more than one-year free food distribution to seniors and the food insecure at NKMC with wraparound social services. Her work background locally and on the mainland includes office and program management, product development, and marketing.

The Social Enterprise Program (SEP) specialist also provides direct client contact as well as conducts outreach activities to our current clients, disadvantaged farmers and burgeoning food business entrepreneurs. He has a master's degree in Global Public Health and certificate in agroecological horticulture from the Center for Agroecology and Sustainable Food Systems. He has worked in food and public health policy for local nonprofit organizations, internationally with the United Nations Development Program, and as a Food Systems Project Coordinator with Hawaii County. These experiences ground his current work with PGC, where he offers business support and technical expertise to 40 immigrant and refugee farmers in Kunia.

The SEP Director provides program design as well as direct client services through interviews and business planning services. The incumbent earned a BA in Economics with a Minor in Business Administration from the University of Hawaii at Manoa. He completed his MA in Anthropology with an Advanced Certificate in Cooperation and Conflict Resolution from Columbia University in New York City. After graduating from Columbia, he briefly moved to Washington, D.C. to intern at the Obama Foundation on the Strategy and Operations team conducting in-depth programmatic research and building Theory of Change models.

The Deputy Director for Social and Immigration Services will provide program oversight and design as well as supervision for program staff. She has a master's degree in Education that has been foundational to her 25+ years in conceiving and implementing educational programs for students and the community that include curricular planning, program implementation and learning outcomes. She brings an additional dimension of her experience in social services that support kūpuna in areas of need related to their total well-being.

The Senior Accountant provides fiscal reporting, expense tracking and contract invoicing for the program. With over 30 years of experience in the private and nonprofit sectors, she is fluent in accounting principles, and government and nonprofit accounting requirements.

The Executive Director provides overall direction for the agency and assures quality across programs. They also provide contract oversight and negotiation, as well as a point of contact for State agencies. The Executive Director has over 15 years of governmental and nonprofit experience, with a specialty in economic development.

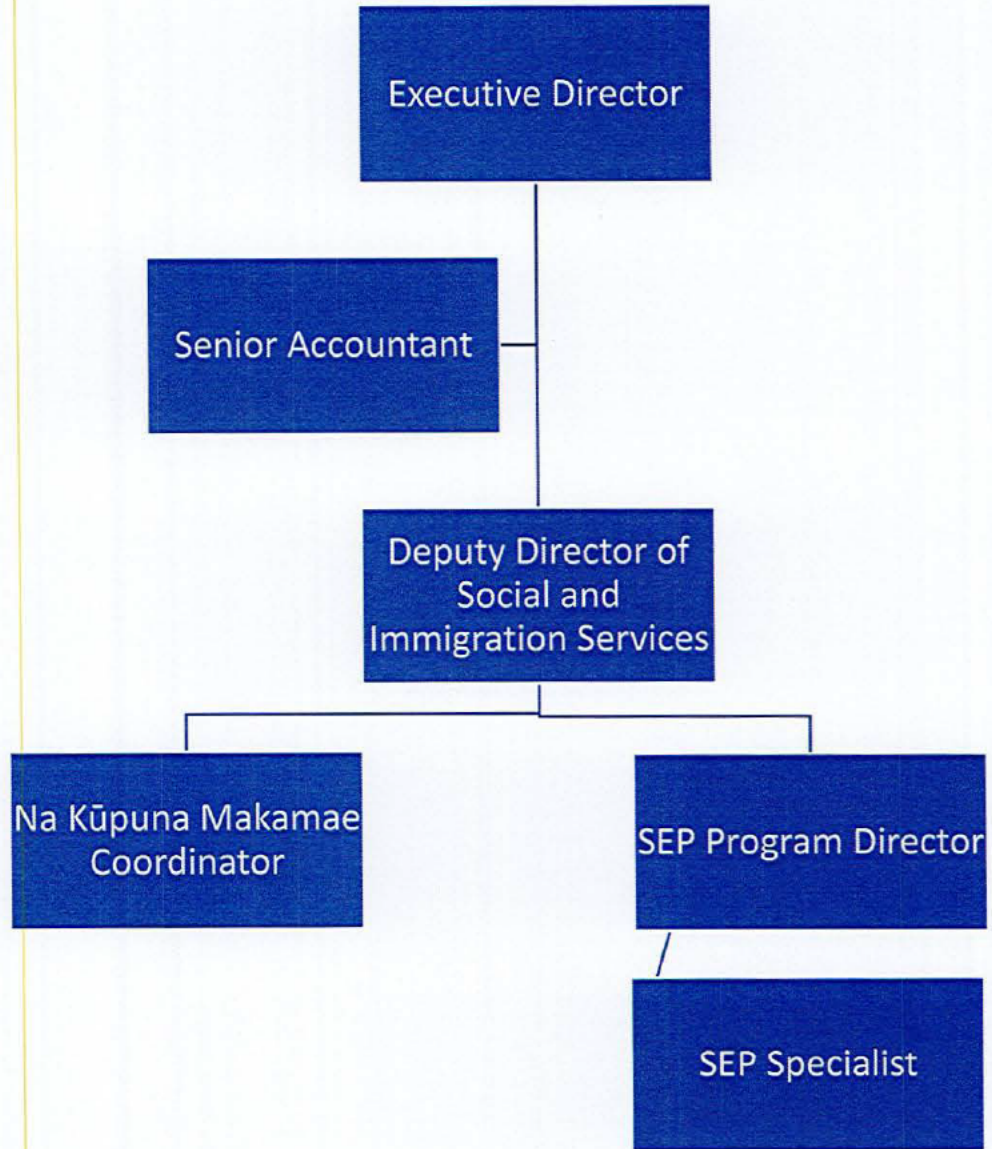
## **2. Organization Chart**

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.

See the Attachment



Pacific Gateway Center's Programmatic Chart



### 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.

Position	Salary
Executive Director	\$110,000 - \$120,000
Deputy Director	\$70,000-\$80,000
Deputy Director for Social and Immigration Services	\$70,000-\$80,000

## **VII. Other**

### **1.Litigation**

The applicant shall disclose any pending litigation to which they are a party, including the disclosure of any outstanding judgment. If applicable, please explain.

Pacific Gateway Center is currently not a party to any litigation, nor pending 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.

Pacific Gateway Center does not require any specific licensure or accreditation to perform these services.

### **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.

This grant will not be used to support a private educational institution.

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

The applicant shall provide a plan for sustaining after fiscal year 2022-23 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2022-23, but
- (b) Not received by the applicant thereafter.

The Pacific Gateway Center intends to leverage our considerable experience to extend services beyond those we currently assist to include senior specific businesses. Our primary facility for this is the NKMC, our leased property on Ala Moana Boulevard. Currently, our lease provides only for the use of the front building, leaving two additional buildings vacant. The lease also only provides for noncommercial activity, meaning PGC must fundraise year over year to cover operations, repair and maintenance, and capital improvement. PGC is currently in talks with our landlord, the Hawaii Community Development Authority (HCDA), to lease the additional two buildings and allow commercial activity. With just a few events a year, PGC would be able to cover operational costs and repair and maintenance, leaving only direct program costs. With our history of grantmaking, our vulnerable clientele, and our success in this program, we are confident direct program costs can be folded into existing grants and leveraged for

additional funds. A pro forma financial statement showing events at the site has been submitted for consideration to the HCDA.

## LETTERS OF SUPPORT

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1. City and County of Honolulu, Department of Community Services, Elderly Affairs Division
2. AARP Hawaii
3. Hawaii Public Health Institute
4. Hawaii Small Business Development Center – Oahu
5. Patsy T. Mink Center for Business & Leadership
6. Aunty Nani's Hawaiian Cookies – a small business owned by a kupuna
7. Yamasin Markets – a small business owned by a senior
8. Atsuko Kuwana – a senior who is interested in learning to become an entrepreneur
9. Ms. Sitara Safi – a senior who is interested in learning to become an entrepreneur

DEPARTMENT OF COMMUNITY SERVICES  
CITY AND COUNTY OF HONOLULU

925 DILLINGHAM BOULEVARD, SUITE 200 • HONOLULU, HAWAII 96817  
PHONE: (808) 768-7762 • FAX: (808) 768-7792  
[www.honolulu.gov/dcs](http://www.honolulu.gov/dcs)

RICK BLANGIARDI  
MAYOR



ANTON C. KRUCKY  
DIRECTOR

AEDWARD LOS BANOS  
DEPUTY DIRECTOR

January 19, 2022

Mr. En Young  
Executive Director  
Pacific Gateway Center  
723-C Umi Street  
Honolulu, HI 96819

Re: Letter of Support for GIA 2022 Proposal

Dear En,

The Elderly Affairs Division of the City and County of Honolulu is pleased to provide this letter of support for Pacific Gateway Center's (PGC) proposal that will launch the *Kūpuna as Entrepreneurs Program*.

The EAD is excited about the goals of this proposal that aligns and supports EAD's mission to plan, support and advocate for programs to promote the well-being of O'ahu's older adults and caregivers and to address and respond to all the priority needs of all seniors. We feel it is important to support the goals of this program; that is, to create a model of self-sufficiency and self-empowerment for kūpuna by extending the accessibility of meaningful content to seniors to both live and virtual formats; leverage PGC's existing business development expertise and microlending programs to encourage and support willing seniors to become entrepreneurs; and support the diversification of Hawaii's economy by creating small businesses and maximizing the workforce at all ages.

Pacific Gateway Center has been an active community-based non-profit in Hawaii for almost 50 years focused, since its inception, on the traditionally underserved. This proposal directly addresses the ongoing challenges of self-sufficiency and active aging for Hawaii's kūpuna. The EAD recognizes this proposal as offering a viable opportunity with multiple public purposes that will directly create new and sustaining roles of kupuna as creators, businesspeople, innovators, and active participants in and contributors to our community. This initiative honors the vast experience and knowledge that our kupuna have acquired as they establish businesses, create jobs for others, and diversify our business ecosystem.

A recent Oxford Economics study estimates that persons over 50 in the U.S. will expand by 45% by 2050. There is a compelling and timely need for programs that encourage and inspire our senior citizens to optimize the skills they possess, sustain, and nurture their personal and professional growth that ultimately serve to support our community.

We strongly support your proposal and we look forward to ways that we can explore collaboration with PGC on this exciting initiative.

Sincerely,

*Derrick Ariyoshi*

Derrick Ariyoshi, County Executive  
Elderly Affairs Division  
City and County of Honolulu



1001 Bishop Street | Suite 625 | Honolulu, HI 96813-2830  
1-866-295-7282 | Fax: 808-536-2882  
aarp.org/hi | [aarphi@aarp.org](mailto:aarphi@aarp.org) | [twitter.com/AARPHawaii](https://twitter.com/AARPHawaii)  
[facebook.com/AARPHawaii](https://facebook.com/AARPHawaii)

January 20, 2021

Mr. En Young  
Executive Director  
Pacific Gateway Center  
723-C Umi Street  
Honolulu, HI 96819

Re: Letter of Support for GIA 2022 Proposal

Dear En,

AARP Hawai'i is pleased to provide this letter of support for Pacific Gateway Center's (PGC) proposal that will launch the *Kūpuna as Entrepreneurs Program*.

AARP's mission is to "empower people to choose how they live as they age." AARP Hawai'i is excited about the goals of this proposal that aligns and supports our AARP mission. We feel it is important to support a model of self-sufficiency and self-empowerment for kūpuna by extending the accessibility of meaningful content to seniors to both live and virtual formats; leverage PGC's existing business development expertise and microlending programs to encourage and support willing seniors to become entrepreneurs; and support the diversification of Hawaii's economy by creating small businesses and maximizing the workforce at all ages.

Pacific Gateway Center has been an active community-based non-profit in Hawai'i for almost 50 years focused, since its inception, on the traditionally underserved. This proposal directly addresses the ongoing challenges of self-sufficiency and active aging for Hawaii's kūpuna. AARP Hawai'i recognizes this proposal as offering a viable opportunity with multiple public purposes that will directly create new and sustaining roles of kupuna as creators, businesspeople, innovators, and active participants in and contributors to our community. This initiative honors the vast experience and knowledge that our kupuna have acquired as they establish businesses, create jobs for others, and diversify our business ecosystem.

AARP estimates that persons over 50 in the U.S. will expand by 45% by 2050. There is a compelling and timely need for programs that encourage and inspire older adults to optimize the skills they possess, sustain and nurture their personal and professional growth that ultimately serve to support our community.

We strongly support your proposal and we look forward to ways that we can explore collaboration with PGC on this exciting initiative.

Sincerely,

A handwritten signature in black ink, appearing to read "Keali'i S. Lopez", written over a light blue horizontal line.

Keali'i S. López  
State Director





**HIPHI Board**

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*Chair*  
KM Consulting LLC

JoAnn Tsark, MPH  
*Secretary*  
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Native Hawaiian Research Office

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*Hale Makua Health Services*

May Okihiro, MD, MS  
*John A. Burns School of Medicine,  
Department of Pediatrics*

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*Hawai'i Pacific Health*

Kathleen Roche, MS, RN, CENP  
*Kaiser Permanente*

Dina Shek, JD  
*Medical-Legal Partnership  
For Children in Hawai'i*

Garret Sugai  
*MDX Hawai'i*

Titiiamaea Ta'ase, JD  
*State of Hawai'i, Deputy Public Defender*

**HIPHI Initiatives**

Coalition for a  
Tobacco-Free Hawai'i

Community Health  
Worker Initiative

COVID-19 Response

Hawai'i Drug & Alcohol Free  
Coalitions

Hawai'i Farm to School Hui

Hawai'i Oral Health Coalition

Hawai'i Public Health Training Hui

Healthy Eating + Active Living

Kūpuna Food Security Coalition

January 20, 2022

Mr. En Young  
Executive Director  
Pacific Gateway Center  
723-C Umi Street  
Honolulu, HI 96819

Re: Letter of Support for GIA 2022 Proposal

Dear Mr. Young,

The Hawai'i Public Health Institute ("HIPHI") wholeheartedly supports Pacific Gateway Center's ("PGC") proposal to launch the *Kūpuna as Entrepreneurs* Program.

At HIPHI, we strive to create a Hawai'i where kūpuna can age with dignity, preserving health and activity for the best possible quality of life in our later years. We have appreciated our collaborative work with your agency at the Nā Kūpuna Makamae Center, including our joint efforts to increase vaccination access, food security, and resources for our elders that increase social interaction and create more age-empowered communities.

We believe this proposal will strongly promote the wellbeing of O'ahu's older adults by offering them an opportunity to try something new, continue to learn and grow, and leverage their lived experience to enrich our society so that people of all ages benefit. The O'ahu we know and love today is built on the contributions of our kūpuna, and HIPHI is confident that the *Kūpuna as Entrepreneurs* program will empower many capable seniors in the community.

We look forward to supporting the work of PGC to support kūpuna entrepreneurship, including providing guidance, technical assistance, and instilling confidence needed to start a business. Kūpuna are not only historical and cultural resources; they possess professional expertise they can still utilize even after retirement, opening doors to financial stability, independence, and diversifying the economy. It would be a significant missed opportunity for people of all ages on O'ahu if this program went without support.

Thank you for the opportunity to offer HIPHI's strong support for this program. For any questions, please contact [kupunacollective@hiphi.org](mailto:kupunacollective@hiphi.org) or visit our website at [www.hiphi.org](http://www.hiphi.org).

Jessica Yamauchi  
CEO

Lindsey Ilagan  
Kūpuna Program Manager



A Program of the University of Hawai'i at Hilo. Funded in part through a Cooperative Agreement with the U.S. Small Business Administration

Lead Office  
Hilo, Hawai'i

East Hawai'i Center  
Hilo, Hawai'i

West Hawai'i Center  
Kailua Kona, Hawai'i

Maui Center  
Kihei, Hawai'i

O'ahu Center  
Honolulu, Hawai'i

Kaua'i Center  
Lihu'e, Hawai'i

Hawai'i Business  
Research Library  
Kihei, Hawai'i

January 20, 2022

Mr. En Young  
Executive Director  
Pacific Gateway Center  
723-C Umi Street  
Honolulu, HI 96819

Re: Letter of Support for GIA 2022 Proposal

Dear En:

The Hawai'i Small Business Development Center (Hawai'i SBDC) is pleased to provide this letter of support for Pacific Gateway Center's (PGC) proposal that will launch the *Kūpuna as Entrepreneurs* Program.

Established in 1990, the Hawai'i SBDC, a member of America's Small Business Development Centers, is a state-wide business assistance organization that provides no-cost business advisory services and business training classes. We have been pleased to collaborate with PGC for years in providing technical assistance and training to PGC's foreign-born and other clients who seek advice and services in business development and expansion.

We are glad to learn about the goals of this proposal which are (i) to create a model of self-sufficiency and self-empowerment for seniors by extending the accessibility of meaningful content to seniors in both live and virtual formats; (ii) leverage PGC's existing business development expertise and extensive partnerships and micro-lending programs to encourage and support willing seniors to become entrepreneurs; and (iii) support the diversification of Hawaii's economy by creating small businesses and maximizing the workforce at all ages.

We feel it is important to support the goals of this program as it responds to the priority needs of all seniors, including creating learning opportunities and extending services to support seniors who wish to become successful entrepreneurs, (re)join the workforce, and make contributions to the local economic recovery. This initiative not only directly addresses the ongoing challenges of self-sufficiency and active aging for Hawaii's seniors but honors the vast experience and knowledge that our seniors have acquired as they establish businesses, create jobs for themselves and others, and diversify our business ecosystem.

We strongly support your proposal, and we look forward to exploring further collaboration with PGC on this compelling initiative.

With warm Aloha,

Digitally signed by  
Joseph Burns  
Date: 2022.01.20  
17:15:23 -10'00'

Joseph Burns  
Associate State Director

January 20, 2021

Mr. En Young  
Executive Director  
Pacific Gateway Center  
723-C Umi Street  
Honolulu, HI 96819

Dear En:

The Patsy T. Mink Center for Business & Leadership (MCBL) is pleased to provide this letter of support for Pacific Gateway Center's (PGC) proposal that will launch the "*Kūpuna as Entrepreneurs*" program.

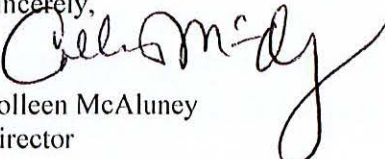
The MCBL, over the past five years, has become a key player in expanding entrepreneurial resources in the state of Hawaii. The center is a home for women's entrepreneurship, provides technical and management assistance, including mentorship, to the local minority small business owners. We have been very pleased to collaborate with PGC for years in providing technical assistance and training to PGC's foreign-born and other clients who seek advice and services in business development. Past work has been with immigrant farmers and their spouses, striving to become agricultural entrepreneurs.

We are glad to learn about the goals of this proposal which are (i) to create a model of self-sufficiency and self-empowerment for seniors by extending the accessibility of meaningful content to seniors to both live and virtual formats; (ii) leverage PGC's existing business development expertise and extensive partnership and micro-lending programs to encourage and support willing seniors to become entrepreneurs; and (iii) support the diversification of Hawaii's economy by creating small businesses and maximizing the workforce at all ages.

We feel it is important to support the "*Kūpuna as Entrepreneurs*" program as it responds to all the priority needs of seniors, including creating learning opportunities and extending services to support seniors who wish to become successful entrepreneurs, (re)join the workforce, and make contributions to the local economic recovery. This initiative not only directly addresses the ongoing challenges of self-sufficiency and active aging for Hawaii's seniors, but honors the vast experience and knowledge that our seniors have acquired as they establish businesses, create jobs for themselves and others, and diversify our business ecosystem.

We strongly support your proposal, and we look forward to ways that we can explore further collaboration with PGC on this initiative.

Sincerely,

  
Colleen McAluney  
Director

January 19, 2021

Mr. En Young  
Executive Director  
Pacific Gateway Center  
723-C Umi Street  
Honolulu, HI 96819

Re: Letter of Support for GIA 2022 Proposal

Dear En,

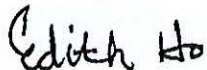
I was so excited to hear about Pacific Gateway Center's (PGC) proposal that will launch the *Kūpuna as Entrepreneurs Program*.

As you know, I am a senior and a long-time client of PGC's Culinary Business Incubator. I am also a prime example that it is never too late and that the entrepreneurial spirit endures for older senior women. The Culinary Kitchen Incubator has provided me the valuable opportunity to support my business, Auntie Nani's Hawaiian Cookies for the past 16 years. My business has subsequently thrived and fills my life with much joy and purpose. I've been able to expand my offerings from cookies to include banana poi bread and being able to participate at farmers' markets on O'ahu and in all the major craft fairs that feature artisanal products.

I can attest to the value of an entrepreneurship program for kūpuna. PGC has helped me with all business and technology aspects operating my business. I deeply value the socialization aspects of entrepreneurship and being able to acquire ideas and best practices informally from fellow entrepreneurs who work in the Culinary Business Incubator at the same time as I do. Our community is very fortunate to have a "resource center" such as Pacific Gateway Center where we can learn about entrepreneurship from experts and be given the guidance and confidence needed to sustain our own business with much-needed support. I really like the feeling of giving back to the community.

As a senior woman entrepreneur, I wish your proposal all the success and know of my total support for this endeavor. I want others to benefit from the same opportunities that PGC has afforded me.

Sincerely,



Edith Ho (dba Auntie Nani's Hawaiian Cookies)

**YAMASIN MARKETS**  
**1475 North King Street, Honolulu, Hawaii 96717**  
**808-841-0808**

January 21, 2021

Mr. En Young  
Executive Director  
Pacific Gateway Center  
723C Umi Street, Honolulu, HI 96819

Dear Mr. En,

My name is Kiseon Woo, the owner of Yamasin Markets, a small company that carries Polynesian, Micronesian, and Spanish Foods in the City and County of Honolulu, Hawaii.

I have learned about PGC's "*Kūpuna as Entrepreneurs*" project, proposed for the 2022 State of Hawaii Grant-In-Aid. As a senior immigrant and business owner from South Korea, I realize how critical it is to have such a project to respond to the needs of seniors who wish to contribute to the local economic recovery through business development and learn to become successful entrepreneurs.

This project would extend PGC's services and resources to many seniors who wish to launch and expand their small businesses. My small business has been beneficial from PGC's Culinary Business Incubator. Through PGC, my business is able to rent commercial kitchens and storage spaces and I have received business advice from PGC staff. PGC is well recognized for leveraging the strength of its alliances throughout the State of Hawai'i - including the private business community, local universities, government, economic development organizations, other non-profits, and civic organizations – to service the local socially disadvantaged and underserved businesses.

I highly support this project as I am a firm believer that funding from the State will enable PGC to enhance their reach and provide technical assistance to many seniors who wish to become successful entrepreneurs.

Should there be questions about this letter, please contact me at 808-841-0808 or via email: [kiseonwoo55@gmail.com](mailto:kiseonwoo55@gmail.com).

Sincerely,



Kiseon Woo  
Business Owner

January 19, 2021

Mr. En Young  
Executive Director  
Pacific Gateway Center  
723-C Umi Street  
Honolulu, HI 96819

Re: Letter of Support for GIA 2022 Proposal

Dear Mr. Young,

I was so excited to hear about Pacific Gateway Center's (PGC) proposal that will launch the *Kūpuna as Entrepreneurs Program*.

As an immigrant client (now naturalized US American citizen) of Pacific Gateway Center needing immigrant legal services, I often came to your Umi Street address and marveled at the Culinary Kitchen Incubator and the facilities that are offered to support potential food start-ups.

Now I am considering a mid-career change and nearing "senior" age, I have always dreamed about starting a catering business. I am originally from Afghanistan and have always loved to cook and thought our multicultural community would be excited to try the Afghan cuisine.

I am aware of the goals of this proposal that truly advocates and promotes the well-being of O'ahu's older adults by offering them an opportunity to try something new and to continue to learn and grow. We need a place where we can go, feel safe, and learn. I am certain there are many capable seniors in the community who would greatly benefit from the opportunity and from the excitement to start their own business. Our community is very fortunate to have a "resource center" such as Pacific Gateway Center where we can learn about entrepreneurship from experts and be given the guidance and confidence needed to start our own business with support. It is a way we can give back to the community as well. If we succeed, we will even be able to create jobs and help others and contribute to the local community.

This is a business opportunity that can include my family and keep us united with a purpose.

As an individual and community member, I strongly support your proposal and I hope there will be an opportunity for me to become a successful entrepreneur and share my culture through food with the community.

Sincerely,



Sitara Safi  
sitarasafi@gmail.com

January 21, 2021

Mr. En Young  
Executive Director  
Pacific Gateway Center  
723-C Umi Street  
Honolulu, HI 96819

Dear En,

My name is Atsuko Kuwana, a regular class taker/event attendant at the Pacific Gateway Center (PGC)'s Nā Kūpuna Makamae Center (NKMC). I have recently learned that PGC will launch the "*Kūpuna as Entrepreneurs*" program at the NKMC to (i) create a model of self-sufficiency and self-empowerment for seniors by extending the accessibility of meaningful content to seniors to both live and virtual formats; (ii) leverage PGC's existing business development expertise and extensive partnership and micro-lending programs to encourage and support willing seniors to become entrepreneurs, and (iii) support the diversification of Hawaii's economy by creating small businesses and maximizing the workforce at all ages.

I feel it is important to support the "*Kūpuna as Entrepreneurs*" program as this responds to all the priority needs of seniors, including creating learning opportunities and extending services to support seniors who wish to become successful entrepreneurs, (re)join the workforce, and make contributions to the local economic recovery. This initiative not only directly addresses the ongoing challenges of self-sufficiency and active aging for Hawaii's seniors, but honors the vast experience and knowledge that our seniors have acquired as they establish businesses, create jobs for themselves and others, and diversify our business ecosystem.

This initiative would make services available at NKMC complete and more accessible to plenty of local seniors, including myself who have been benefited from its activities.

I strongly support your proposal and wish you the very best of luck.

Should you have any questions, I can be reached at [atsuko.kuwana@yahoo.com](mailto:atsuko.kuwana@yahoo.com)

Sincerely,



Atsuko Kuwana