

**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:

Waianae Economic Development Council

Amount of State Funds Requested: \$ 336,750.00

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

This proposal will expand business development services on the Waianae Coast by extending services and support to all low and moderate income business owners and add services to incubate and support emerging businesses. Our current program provides direct services to about 200 businesses and and additional 300 indirectly. The services to be added by this funding will provide back office support including bookkeeping, marketing assistance, individual consultations and financial literacy education. This funding will increase our reach to 180 more individuals and

Amount of Other Funds Available:

State: \$ 0
Federal: \$ 515,650.00
County: \$ 0
Private/Other: \$ 89,184.00

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

\$ 0

Unrestricted Assets:

\$ 59,453.00

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:

City: State: Zip:

Contact Person for Matters Involving this Application

Name:
Joseph Lapilio

Title:
President and CEO

Email:
j.lapilio@thewedc.com

Phone:
(808) 460-7922

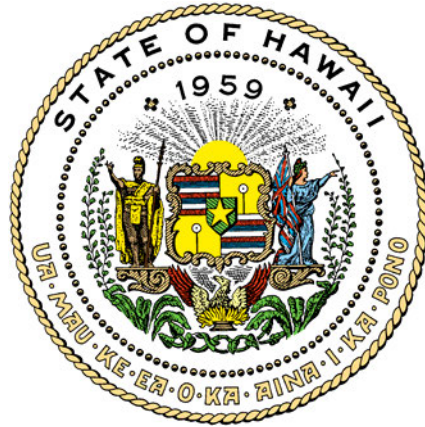
Federal Tax ID#:

State Tax ID#


Authorized Signature

Joseph Lapilio, President & CEO
Name and Title

January 19, 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

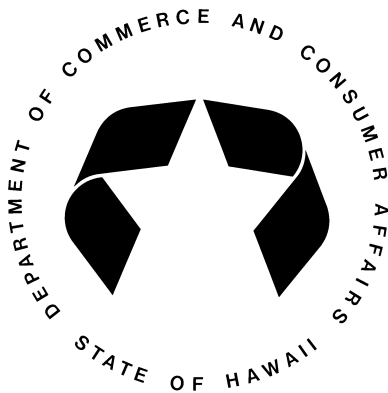
WAIANAE ECONOMIC DEVELOPMENT COUNCIL

was incorporated under the laws of Hawaii on 08/21/2014 ; 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



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

The undersigned authorized representative of the applicant certifies the following:

1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawai'i Revised Statutes:

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

2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:

- a) Is incorporated under the laws of the State; and
- b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided.

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

- a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
- b) Has a governing board whose members have no material conflict of interest and serve without compensation.

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

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

Waianae Economic Development Council

(Typed Name of Individual or Organization)

(Signature)

Joseph Lapilio

(Typed Name)

January 19 , 2022

(Date)

President and CEO

(Title)

I. Certification

3. The Public Purpose

The public purpose that this project addresses is to reduce the income disparity between households on the Wai`anae Coast and the State of Hawai`i. As an organization primarily serving the Wai`anae Coast, we are familiar with the economic disparities our community faces.

In 2020 the U.S. Department of Housing and Urban Development (HUD) concluded that "low income" for an individual living on Oahu is considered \$93,000, nearly double the national average income of a full time salary earner which is \$48,672. According to 2015-2019 Census data, the MHI for the four Census Designated Places (CDPs) of the Wai`anae Coast, including Nānākuli, Mā`ili, Wai`anae, and Makaha were all under the HUD designated low-income level, ranging from \$50,992 in Makaha to \$88,395 in Mā`ili. All but Mā`ili had MHIs lower than the state median of \$81,275 with the Wai`anae MHI nearly \$20,000 below the state median and Makaha about \$30,000 below the state median.

Although Native Hawaiian MHI data is currently unavailable, with Native Hawaiians having the lowest average family income compared to all other major ethnicities in the state, it is suspected that the median income of Native Hawaiians on the Wai`anae Coast is even lower than the total CDP median incomes reported.

Economic disparity is also exacerbated by low employment rates, especially among our Native Hawaiian communities. According to 2015 Census data, the Wai`anae Coast had the lowest employment rate for Native Hawaiians in the state, 10 percentage points behind the Honolulu region and 9 percentage points behind that of the state (Ka Huaka`i, 2021). However, this data does not consider all community efforts to improve their economic condition. No formal data sources exist yet to quantify the informal, cash businesses we see through our resilient and innovative artisans, cultural practitioners, food vendors, and other home-based businesses. We see a great need to recognize and aid the efforts of these community members.

To address the issue of economic disparity and center on the resilient strength of our community, WEDC is providing educational programming for individuals and small businesses to provide the tools and knowledge needed to create employment opportunities for themselves and others, consequently increasing income streams to our families and communities. While our current funding allows us to provide these programs and assistance to a set number of individuals per year focusing on those from Wai`anae coast, additional funding would increase the capacity of these programs so we can provide these opportunities to more people.

II. Background and Summary

1. Applicant's Background

The Wai`anae Economic Development Council (WEDC) was formed in 2014 by a coalition of community organizations to identify and develop economic opportunities on the Wai`anae Coast. WEDC's vision is to create a community with a thriving, diverse and sustainable economy. Through providing comprehensive programming in community planning, capacity building, financial services, and business development, we hope to reach economic parity with the State of Hawai'i; create a safe and nurturing social environment for residents, families and organizations; ensure well-being for our children, youth and kupuna; and fulfill the responsibilities as stewards to our environment, our culture and to history.

Our mission is to increase opportunities for Wai`anae Coast residents by developing the community's rich natural, cultural, historical and human resources. WEDC is guided in this work by the values of aloha, integrity and mutual respect and ongoing community summits that identify community goals. More specifically, WEDC has taken on the following roles and responsibilities:

- Building capacity by providing training and ongoing technical assistance.
- Improving access to financing, capital and other resources.
- Facilitating the promotion and marketing of Wai`anae Coast products and services.
- Developing new companies, activities and partnerships, particularly those that support existing businesses and/or stimulate further development.

Our Strategic Priorities for 2020-2023 include:

- Providing business training and technical assistance to support business and economic development.
- Improving access to capital by securing certification as a community development financial institution and providing business loans and funding to support community development projects.
- Organizing community organizations and leaders to identify community development initiatives that will support existing businesses and/or stimulate further economic development.

Aligned with our mission, roles and responsibilities, and strategic priorities, WEDC is providing the programs in 2022 listed below.

1. Business Development
 - Maolipreneur
 - Bulletin
 - Monthly Workshops
 - Symposiums
 - 1-on-1 Business Consulting
 - Online Training
2. Financial Literacy
 - Financial Lo'i
 - Workshops
 - 1-on-1 Consulting
 - Online Training
3. Microloan Program
 - DBEDT Micro Loans
 - WEDC Pakini Loan Fund
4. Marketing
 - Westside Stories Business Highlights
 - Wai`anae Coast Business Directory
 - Pop-Up Markets known as Made on the Wai`anae Coast
5. Business Services
 - Management By Islanders: Bookkeeping, shared space, business training

2. Goals and Objectives

WEDC proposes to build on its vision and mission through this grant project by extending the reach of its existing programs, specifically its business development, financial literacy, and business services for Wai`anae Coast residents.

The project goal for this grant is to improve the economic well-being and self-sufficiency of the Wai`anae Coast and other low-income communities across the State of Hawai'i through expanding our culture-based financial and business programming to Hawai'i families and individuals. To do this we propose the following objectives for the fiscal year 2022-23:

- Extend the reach of our culture-based financial literacy program from 60 individuals to 120 individuals and families in order to increase the financial security of individuals and families as measured by credit score improvement by one full tier.

- Extend the reach of our culture-based small business programming from 30 to 60 participants to support the creation and development of businesses as measured by new business registrations.
- Provide a business hub for 100 existing and emerging businesses with shared office spaces, back office business support and tools, meeting and conference rooms, and business training and networking.

This project will expand our existing programs, allowing us to open up to more individuals and families on the Wai`anae Coast. This funding will help us to finally attain a physical space necessary to provide our business services and support our basic operations. Such a space would fill the need for a coworking space along the coast, the closest of which is in Kapolei.

3. The Public Purpose and Need to be Served

The public purpose that this project addresses is to reduce the income disparity between households on the Wai`anae Coast and the State of Hawai`i. As an organization primarily serving the Wai`anae Coast, we are familiar with the economic disparities our community faces.

In 2020 the U.S. Department of Housing and Urban Development (HUD) concluded that "low income" for an individual living on Oahu is considered \$93,000, nearly double the national average income of a full time salary earner which is \$48,672. According to 2015-2019 Census data, the MHI for the four Census Designated Places (CDPs) of the Wai`anae Coast, including Nānākuli, Mā`ili, Wai`anae, and Makaha were all under the HUD designated low-income level, ranging from \$50,992 in Makaha to \$88,395 in Mā`ili. All but Mā`ili had MHIs lower than the state median of \$81,275 with the Wai`anae MHI nearly \$20,000 below the state median and Makaha about \$30,000 below the state median.

Although Native Hawaiian MHI data is currently unavailable, with Native Hawaiians having the lowest average family income compared to all other major ethnicities in the state, it is suspected that the median income of Native Hawaiians on the Wai`anae Coast is even lower than the total CDP median incomes reported.

Economic disparity is also exacerbated by low employment rates, especially among our Native Hawaiian communities. According to 2015 Census data, the Wai`anae Coast had the lowest employment rate for Native Hawaiians in the state, 10 percentage points behind the Honolulu region and 9 percentage points behind that of the state (Ka Huaka`i, 2021). However, this data does not consider all community efforts to improve their economic condition. No formal data sources exist yet to quantify the informal, cash businesses we see through our resilient and innovative artisans, cultural practitioners, food vendors, and other home-based businesses. We see a great need to recognize and aid the efforts of these community members.

To address the issue of economic disparity and center on the resilient strength of our community, WEDC is providing educational programming for individuals and small businesses to provide the tools and knowledge needed to create employment opportunities for themselves and others, consequently increasing income streams to our families and communities. While our current funding allows us to provide these programs and assistance to a set number of individuals per year focusing on those from Wai`anae coast, additional funding would increase the capacity of these programs so we can provide these opportunities to more people.

4. The Target Population to be Served

The Wai`anae Economic Development Council primarily serves the Wai`anae Coast, which is home to approximately 50,000 residents, an estimated 59 percent of which are Native Hawaiian (Ka Huaka`i, 2021). Our current funding from the Administration for Native Americans helps us provide services to this population. Through this project we will extend our target population to all other low-income individuals and families on the Coast.

5. The Geographic Coverage

Our primary geographic coverage extends from Kahe Point to Ka`ena Point and includes the populated ahupua`a of Nānākuli, Lualualei, Wai`anae and Makaha. We have also worked with individuals, families and businesses from other areas of West O`ahu.

III. Service Summary and Outcomes

1. Scope of Work, Tasks and Responsibilities.

This section describes the proposed work for this project during the fiscal year 2022-23. The major tasks of this project are described below:

- a) **Participant recruitment and marketing for programs:** Program staff will use various media such as a community newspaper, membership e-newsletter, social media accounts, and networking partners to find participants from the coast and beyond.
- b) **Implementation of financial literacy and business development programs:** The third, fourth, and fifth rounds of the financial literacy program and the second and third cohorts of the business development program will be implemented by program staff. The financial literacy program is a series of four workshops that aim to build or repair participant credit and provide individual coaching for approximately 40 participants each. Each business development cohort consists of nine classes and one-on-one technical assistance serving cohorts of 30 participants.

- c) **Evaluation of implementation and assessment of participant experiences to inform program improvement and reporting:** Program staff will reassess the curriculum and incorporate lessons learned from each workshop implementation. The evaluator will collect and analyze participant survey data to look at participant learning, satisfaction, and suggestions for improvement.
- d) **Securing location and preparing for in-person programming:** Program staff will secure one of several possible locations, including necessary paperwork, planning, and preparation for business operations.

2. Projected Timeline

These tasks will be completed along this general timeline as described below:

First Quarter:

- Recruit for next rounds of financial literacy and business development cohorts
- 3rd round financial literacy workshop implementation, graduation, assessment, revision
- 2nd cohort of business development program implementation, graduation, assessment, revision
- Secure physical site location and organize staffing

Second Quarter:

- Recruit for next rounds of financial literacy and business development cohorts
- Develop policies and procedures for utilization of the physical space
- Begin offering in-person programming

Third Quarter:

- Recruit for next rounds of financial literacy and business development cohorts
- 4th round financial literacy workshop implementation, graduation, assessment, revision. Begin the 5th round during the end of the quarter.
- 3rd cohort of business development program implementation begins
- Roll out business services in physical space

Fourth Quarter:

- Finish implementation of 5th round of financial literacy program, graduation, assessment, and revision of program. Begin 6th round near the end of the quarter.
- 3rd cohort business development program implementation complete, graduation, assessment, and revision of program
- Develop a sustainability plan for continued use of physical space
- Evaluation and Assessment

3. Quality Assurance and Evaluation

This project will be evaluated by an evaluator that will lead data collection and analysis and monitor the progress to achieve the three project objectives. Evaluation will follow the cycle of each program cohort and cycle, which will inform the next round of programming. The objectives of our project will be measured generally by tracking the number of participants served and the number of events and opportunities offered. We will also focus on specific measures for each objective that will track the short-term impact of the program.

Objective 1 progress and results will be measured by participant completion of the program with a target of 120 participants to complete the program by June 30, 2023. Beyond program completion, we will track application of financial literacy knowledge and skills learned through the program by tracking participant FICO credit scores and their improvement by a target of one full tier. The credit score range is commonly broken into credit tiers starting with Tier 3 (599 and below), Tier 2 (600-659), and Tier 1 (650 and above). Higher credit scores indicate individuals are more able to repay debts, improves approval for loan and credit applications, and increases credit limits. Our target is that all 120 participants will have increased their credit score by at least one full tier.

Objective 2 will also be measured by program completion with 60 participants completing the business development program by June 30, 2023. Successful application of program knowledge will result in the creation of a business for each participant. We will track this by confirming the registration of participant businesses with the Department of Commerce and Consumer Affairs (DCCA). We see this as an important hurdle in navigating the legal process to establish a business that our program will assist participants through.

Objective 3 will be measured by the number of individuals utilizing the space for any programming and one-on-one technical assistance and the number of businesses utilizing the space. We hope that participants in the financial literacy and business development programs as well as other community members will feel comfortable to use the space either for workshops or other purposes. We will track the number of people who come to the space and their intended use. We will also measure the number of businesses utilizing the space for business services or coworking space with the target of 100 existing or emerging businesses using the space by June 30, 2023.

Beyond evaluation of project outcomes, participants will be surveyed in each program to assess their experience in order to improve upon it for each subsequent round of programming. Those who utilize the physical space will also be asked for feedback on their needs and suggestions so WEDC may better serve community members.

IV. Budget

See attached documents.

V. Experience and Capability

1. Necessary Skills and Experience

The Wai`anae Economic Development Council is governed by a Board of Directors who volunteer and bring a wealth of experience and expertise in community economic development. The members of the board are also active members of the Wai`anae Coast community and bring a broad perspective to the planning and implementation of this project and the organization's larger goals. The members of the board of directors include:

Joseph Lapilio, President and CEO of the Wai`anae Economic Development Council, has worked on the Wai`anae Coast for more than forty years. Joseph is a community and organizational development consultant. He was executive director of the Wai`anae Coast Coalition for eleven years and coordinated community projects focused on economic development. He was appointed to the Governor's Economic and Community Navigator Task Force and is a member of the State House of Representatives Select Committee on Economic and Financial Recovery to help with post-COVID planning. Joseph is the immediate past president of and the Native Hawaiian Chamber of Commerce, active in the community including the Wai`anae Coast Rotary Club, the Lualualei Hawaiian Civic Club, among others.

Daniel Gomes is Vice-President and a member of the Board of Directors. He is also a member of Ulu Mau Development LLC, a firm specializing in business development projects benefiting the Wai`anae Coast. Prior to this, Dan was the business consultant at Wai`anae High School and managed the construction of the culinary arts facility at the school. He is retired from Pitney Bowes where he was the District General Manager. Dan is also the president of the board of directors for the Wai`anae Coast Comprehensive Health Center and a member of the board of directors for the Wai`anae Boys and Girls Club.

Annie Ferreira is the Treasurer and a member of the Board of Directors. Annie graduated from Wai`anae High School and comes from a family of active community members and sees herself following in her father's footsteps, leaving a legacy of community development initiatives that will benefit the coast for years to come. Annie started her community work in Wai`anae with Model Cities and worked in a succession of jobs serving the community. She has served for fifteen years in the USDA Rural Development Housing Program.

Verna Landford-Bright is a member of the Board of Directors. She has lived on the Coast most of her life and is a Job Specialist with the City and County, Department of Community Services, WorkHawaii Program. Prior to this, Verna worked at the Wai`anae Mental Health Center. She

volunteers for the Visitor Aloha Society of Hawaii and assists visitors in need. Verna is Co-Founder of the Wai`anae High School Alumni Foundation and was President for five years. Verna is a member of the Wai`anae Coast Comprehensive Health Center Research Committee and Secretary of Valley of Rainbows.

Georgianna Navarro is a member of the Board of Directors. She has lived in the Wai`anae Moku for 70 years and is a resident of the Wai`anae Valley Hawaiian Homestead. She has worked in a variety of jobs primarily in the hospitality industry and received a Certificate in Hospitality Training from Leeward Community College. She is currently the President of Ka`anani`au O Wai`anae (a coalition of Westside Hawaiian Civic Clubs), a member of the Ho`omau Ke Ola Board of Directors and was previously president of the Makaha Hawaiian Civic Club. She is currently a planning committee member of Made on the Wai`anae Coast and a member of Wai`anae Moku 2030.

Stephanie Kawelo is a resident of the Wai`anae Valley Hawaiian Homestead. She has lived in Wai`anae since 1960 and graduated from Wai`anae High School in 1969. She is currently the Vice President for the Wai`anae Hawaiian Civic Club and Secretary for Ka`ananiau O Wai`anae. Stephanie retired from the Kuakini Medical Center after working there for 22 years.

Since its inception in 2015, the Wai`anae Economic Development Council has made business development one of its core activities. These include workshops, seminars and quarterly business symposiums targeted towards existing and emerging businesses on the Wai`anae Coast. Each year, more than 120 businesses receive direct training and technical assistance from our organizations. An additional 400 other businesses and entrepreneurs receive indirect support from WEDC through information and referral services, educational articles in the monthly community newspaper, and through our network of community partners.

In 2021, the Wai`anae Economic Development Council was awarded a three-year Administration for Native American grant for business development and financial literacy training. We were also selected as a participating agency in the Small Business Administration's HUBS and SPOKES program which will be launched in 2022.

2. Facilities

We are currently in discussions for three possible locations on the Wai`anae Coast. All three locations are in a federally designated HUB zone, which will help our organization to leverage additional federal resources to help our community. All of these sites are along the major bus lines and accessible for participants. If we receive this funding, we will be able to secure a location.

VI. Personnel: Project Organization and Staffing

1. Proposed Staffing, Staff Qualifications, Supervision and Training

Joseph Lapilio is the organization's President and Chief Executive Officer. He is an experienced nonprofit executive and served in a number of organizations and has demonstrated experience in large projects. He has a Masters in Public Administration from the University of Hawaii at Manoa and a Bachelors in Community Development from Antioch University. Joseph will oversee the project and be responsible for contract/project management, contract and grant compliance and oversight of financial and personnel management (which are outsourced).

Nainoa Logan is WEDC's Program Director. Nainoa has a Bachelors in Finance from Brigham Young University Hawaii. He is Bloomberg Certified where he received a Business and Entrepreneurship Certificate, and is a Level One Chartered Financial Analyst Candidate. Nainoa has more than fifteen years of experience with training and assisting businesses and entrepreneurs, most of this taking place on the Wai`anae Coast. His tasks include developing and monitoring loan policies and procedures, preparing and overseeing business development services, preparing and overseeing financial literacy programs, assisting grant applications and fundraising, assisting with Quality Controls, serving as a liaison with the community and establishing programmatic partnerships, and assisting with long term planning

Kai`ulani Kauihou is the Program Assistant and assists the Program Director with planning and coordination, providing logistical support for business development and financial literacy activities, program recordkeeping, and assists the Program Director with online, phone and written communication.

Shavone Lave is WEDC's Business Developer. She has a Bachelors of Science in Criminal Justice from Chaminade University, and earned a Masters in Business Administration from Phoenix University. More recently, Shavone owned and operated a bakery on the Wai`anae Coast and was the principal of a bakery consulting company prior to joining the Wai`anae Economic Development Council. The Business Developer conducts business training and technical assistance services, conducts outreach in the community and with local businesses, provides consultation services as needed. Provides reports to the Program Director and serves as a liaison with the community and to build support for program activities.

Momi Nelson is WEDC's Chief Administrative Officer. Prior to joining WEDC, Momi was a Business Development Representative with the Dreamzbitxbit Innovators Group, LLC where she served more than 100 business clients. She is training in QuickBooks Pro and is a certified Bookkeeper, Momi is proficient with Tax Act Professional software, preparing small and

corporate tax returns for clients to file electronically or manually. She provides bookkeeping services, manages our contracts, human resources and payroll administration. She assists with logistical, preparation and follow up support for administrative (agency) activities. Manages our recordkeeping, and assists the President/CEO with online, phone and written communication

In addition to the staff identified above, WEDC will utilize the services of various Contractors and Consultants for the following functions:

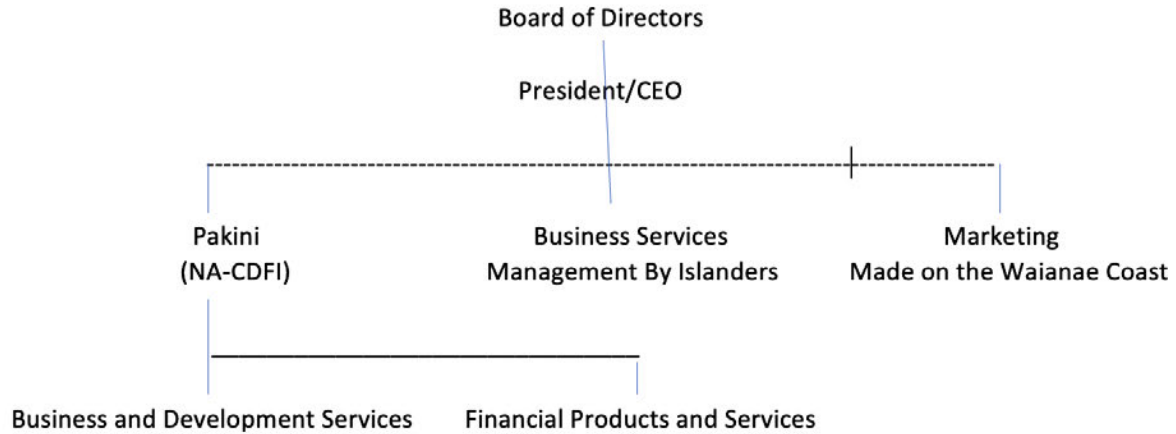
Financial Literacy Training and Financial Services. This includes training and technical assistance to residents and businesses to acquire better financial management skills and to improve credit. This is particularly useful in our attempts to provide business loans on the coast and to better prepare applicants to access our loans as well as financial products available from other providers.

Business Trainer and Coordinator. This contractor provides direct instruction and consultations to individual businesses and entrepreneurs. Our business trainers/coordinators are assigned to specific populations to ensure the information and education provided is as accurate and up-to-date for the specific industry of the participant.

Communications Specialist. To better organize and coordinate the flow of information to our community, we utilize a communications specialist. The Wai`anae Coast has a wide range of communications capabilities from people who are completely linked to online services to many people who are struggling with getting information and require use of more traditional and non-digital communication. The communications specialist ensures that we are able to reach out into the community using a variety of formats and platforms including the community newspaper, OLELO Television, weekly email bulletins, social media and grassroots and other community networks.

2. Organization Chart

WEDC Organization Chart
State of Hawaii GIA - 2022



3. Compensation

The President and CEO is paid a base salary of \$80,000 per year. If this grant-in-aid is awarded, funding from the award will pay for 25% (\$20,000) of the position. Funding for the remainder of the salary will be paid by Administration for Native Americans, the SBA HUBS and SPOKES program, and other sources.

The Program Director is paid a base salary of \$72,000 per year. Funding from this grant-in-aid will not be used for this position which is being provided by WEDC as an in-kind contribution to the project. Funding for the Program Director's salary will be paid by Administration for Native Americans, the SBA HUBS and SPOKES program, and anticipated Department of Treasury CDFI Technical Assistance Grant, and other sources.

The Business Developer is paid a base salary of \$60,000 per year. If this grant-in-aid is awarded, funding from the award will pay for 10% (\$6,000) of the position. Funding for the remainder of the salary will be paid by Administration for Native Americans, the SBA HUBS and SPOKES program, and other sources. The remainder of the salary is being contributed to this project as an in-kind contribution.

VII. Other

1. Litigation

There is no pending litigation to which WEDC or any of its staff are a party. There is no outstanding judgement on WEDC or any of its staff.

2. Licensure or Accreditation

WEDC does not have any special qualifications, licenses, or accreditation relevant to this request. However, we are classified by the Department of Treasury, Native American Community Development Financial Institution (NA-CDFI) Program as an Emerging NA-CDFI. We are in the process of completing the requirements necessary to receive certification.

3. Private Educational Institutions

This grant will not be used to support or benefit a sectarian or nonsectarian private educational institution.

4. Future Sustainability Plan

The Wai`anae Economic Development Council has commitments for federal funding that will provide for business development services through FY24. The funding from this proposal will provide support for an expansion of our existing services and to create a shared office space that will serve as a training site and incubator for those businesses that require support during their formation or as an ongoing back office for those functions they wish to outsource.

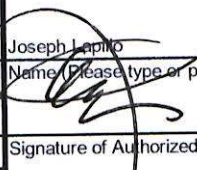
These functions will include bookkeeping and accounting, marketing support, general office reception and clerical support, office and meeting spaces, fund development and fundraising, and event and meeting planning and support. In addition, the Wai`anae Economic Development Council offers fiscal sponsorship services for emerging nonprofits or for specific and temporary nonprofit activities.

We believe that we can create a self-supporting business center for our community that will be funded through the services and activities we provide that bring value to Wai`anae businesses and to the community. We anticipate that this start-up period will require two years for us to organize and develop.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2022 to June 30, 2023

App Waianae Economic Development Council

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	130,200	270,400	0	56,112
2. Payroll Taxes & Assessments	24,800	49,600	0	10,688
3. Fringe Benefits	51,150	61,050	0	21,384
TOTAL PERSONNEL COST	206,150	381,050	0	88,184
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	0	0	0	0
2. Insurance	1,800	0	0	0
3. Lease/Rental of Equipment	0	5,400	0	0
4. Lease/Rental of Space	36,000	13,200	0	0
5. Staff Training	0	5,940	0	0
6. Supplies	7,800	8,460	0	1,000
7. Telecommunication	0	5,000	0	0
8. Utilities	0	2,400	0	0
9. Contractors	85,000	94,200	0	0
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	130,600	134,600		1,000
C. EQUIPMENT PURCHASES	0	0		0
D. MOTOR VEHICLE PURCHASES	0	0		0
E. CAPITAL	0	0		0
TOTAL (A+B+C+D+E)	336,750	515,650		89,184
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	336,750	Joseph Lapilio	(808) 265-3975	
(b) Total Federal Funds Requested	515,650	Name (Please type or print)	Phone	
(c) Total County Funds Requested	0		<i>January 19, 2022</i>	
(d) Total Private/Other Funds Requested	89,184	Signature of Authorized Official	Date	
TOTAL BUDGET	941,584	Joseph Lapilio	President and CEO	
		Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES Period: July 1, 2022 to June 30, 2023

Applicant: Waianae Economic Development Cou

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
President and CEO	1	\$80,000.00	0.25	\$ 20,000.00
Program Director (WMN)	1	\$72,000.00	0.5	\$ 36,000.00
Program Manager (Financial Services)	1	\$60,000.00	0.2	\$ 12,000.00
Program Assistant	1	\$60,000.00	0.1	\$ 6,000.00
Program Manager (MBI)	1	\$60,000.00	0.5	\$ 30,000.00
Program Manager (MOTWC)	1	\$60,000.00	0.5	\$ 30,000.00
Administrative Director	1	\$42,000.00	0.5	\$ 21,000.00
				\$ -
				\$ -
				\$ -
TOTAL:				155,000.00

JUSTIFICATION/COMMENTS: All positions are marched with funding received from other sources.

Applicant: Waianae Economic Development Council

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
None			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				0

JUSTIFICATION/COMMENTS: No equipment or vehicle will be purchases or rented from funding received from this grant.

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
None			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				0

JUSTIFICATION/COMMENTS: No equipment or vehicle will be purchases or rented from funding received from this grant.

Applicant: Waianae Economic Development Council

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2020-2021	FY: 2021-2022	FY:2022-2023	FY:2022-2023	FY:2023-2024	FY:2024-2025
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:						
JUSTIFICATION/COMMENTS: This is not a capital project.						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

App: Waianae Economic Development Council

Contracts Total:

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)
1	Administration for Native Americans - SEDS	10/1/21 - 9/30/22	HHS - ACF	US
2	Oweesta - SBA HUBS and SPOKES Program,	1/1/22 - 12/31/23	SBA	US
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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

Joseph Lapido, President and CEO

PRINT NAME AND TITLE

January 19, 2022

DATE