

**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:

ALOHA HARVEST

Amount of State Funds Requested: \$ 400,000

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

This proposal is to develop regional staging networks throughout the island of O'ahu to support our efforts to establish a Food Resilience Hub/Emergency Response Center. This project will scale our impact, allowing us to process larger volumes of food, focus on the most under-served communities, improve our disaster response capabilities, and serve even more people in need. Establishing a Food Resilience Hub is aligned with the Hawaii 2050 Sustainability Plan and current Legislative priorities (Food Security, Economic Recovery, Environment and Climate Change).

Amount of Other Funds Available:

State: \$ 0

Federal: \$ 372,823 (Pending)

County: \$ 200,000 (Pending)

Private/Other: \$ 200,000 (SECURED)

Total amount of State Grants Received in the Past 5

Fiscal Years:

\$ 80,000

Unrestricted Assets:

\$ 1,068,819

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:

3599 Waialae Avenue, Suite 23

City: State: Zip:

Honolulu HI 96816

Contact Person for Matters Involving this Application

Name:
"Phil" Augustus Acosta

Title:
Executive Director

Email:
phil@alohaharvest.org

Phone:
808-208-4307

Federal Tax ID#:

[REDACTED]

State Tax ID#

[REDACTED]

Augustus Acosta

Digitally signed by Augustus
Acosta
Date: 2023.01.20 11:37:23
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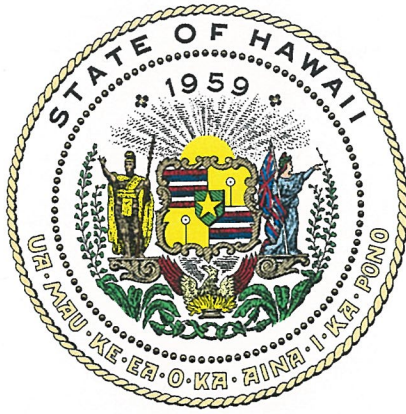
"Phil" Augustus Acosta/Executive Director

1/19/2023

Authorized Signature

Name and Title

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

ALOHA HARVEST

was incorporated under the laws of Hawaii on 08/26/1999 ;
that it is an existing nonprofit corporation; and that,
as far as the records of this Department reveal, has complied
with all of the provisions of the Hawaii Nonprofit Corporations
Act, regulating domestic nonprofit corporations.

IN WITNESS WHEREOF, I have hereunto set
my hand and affixed the seal of the
Department of Commerce and Consumer
Affairs, at Honolulu, Hawaii.

Dated: January 16, 2023

Director of Commerce and Consumer Affairs



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

The undersigned authorized representative of the applicant certifies the following:

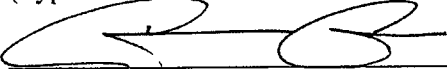
- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant is awarded;
 - b) Complies with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
 - c) Agrees not to use state funds for entertainment or lobbying activities; and
 - d) Allows the state agency to which funds for the grant were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant.
- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided; and
- 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.
- 4) The use of grant-in-aid funding complies with all provisions of the Constitution of the State of Hawaii (for example, pursuant to Article X, section 1, of the Constitution, the State cannot provide "... public funds ... for the support or benefit of any sectarian or nonsectarian private educational institution...").

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.

Aloha Harvest

(Typed Name of Individual or Organization)



(Signature)

1/17/2023

(Date)

"Phil" Augustus Acosta

(Typed Name)

Executive Director

(Title)



January 16, 2023

To: House of Representatives Committee on Finance
Senate Committee on Ways and Means
Hawaii State Capitol
415 S. Beretania Street, Rm. 306
Honolulu, HI 96813

Subject: State Grant-In-Aid (Verification of Public Purpose)

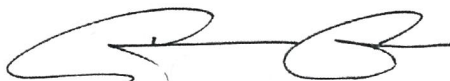
Aloha Senator Dela Cruz and Representative Yamashita,

This letter is to verify that the funds requested through this GIA will be used for public purpose pursuant to Section 42F-102, Hawaii Revised Statutes.

Aloha Harvest has a mission to rescue quality food to nourish and strengthen our community, leading efforts in eliminating hunger and food waste. The dual purpose of our mission is truly what makes us unique. Not only are we helping to address food insecurity, but we are also intently focused on creating a more equitable, efficient, less wasteful, and sustainable food system where our precious food resources are maximized to feed the people, not our landfill. Over the past two decades, we have worked with over 1,000 private businesses and charitable organizations to recover over 32 million pounds of quality excess food and redistributing it throughout the community to provide food assistance for our keiki, kupuna, and their families in need. We provide this service, 7 days a week, free of charge to both donors and recipient agencies.

This request for operating funds, along with other secured and pending funds, will be used to build capacity for our Food Resilience Hub/Disaster Preparedness project. I will be the Point-of-Contact for our grant proposal. Please let me know if you have questions or need clarification regarding the request. Thank you very much for your continued support of Aloha Harvest and our mission.

Sincerely,



"Phil" Augustus Acosta
Executive Director
phil@alohaharvest.org
808) 208-4307

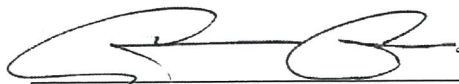
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Application Submittal Checklist

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



“PHIL” AUGUSTUS ACOSTA/EXECUTIVE DIRECTOR

1/19/2023

AUTHORIZED SIGNATURE

PRINT NAME AND TITLE

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, 2022.

See attached (page ii)

2. Declaration Statement

The applicant shall submit a declaration statement affirming its compliance with Section 42F-103, Hawaii Revised Statutes.

See attached (page iii)

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 attached (page iv)

II. Background and Summary

This section shall clearly and concisely summarize and highlight the contents of the request in such a way as to provide the State Legislature with a broad understanding of the request. Please include the following:

1. A brief description of the applicant's background;

MISSION

Aloha Harvest, established in 1999, has a mission to rescue quality food to nourish and strengthen our community. The dual purpose of our mission is truly what makes us unique. Not only are we helping to address food insecurity, but we are also intently focused on creating a more equitable, efficient, less wasteful, and sustainable food system where our precious food resources are maximized to feed the people, not our landfill. We have a vision of a community where hunger and food waste no longer exist.

PROGRAMS

Aloha Harvest works to address the cruel mismatch in the food system where people go hungry while we also waste an enormous amount of food. Our primary activity is to divert and rescue quality food from entering the waste stream, and to deliver it on the same day to nonprofit partners that feed the hungry. We have also launched other programs (see below) to complement our food rescue efforts. We provide these critical services seven (7) days a week, free of charge to the donors and recipient agencies. In the process, we also provide a boost to our local businesses and economy, while reducing the impact of food waste to the environment and climate change. Our work is closely aligned with the State and County's sustainability goals.

STAFFING

For the past 23 years, we have grown from a small staff of 3 with 1 rented van, to a team of 18 and a fleet of 6 commercial vehicles. Yet our growing operations are still based in a small office, and without a warehouse, we are constrained from scaling further with limited same-day pickup and delivery.

COVID-19 RESPONSE

During the COVID-19 pandemic, Aloha Harvest was uniquely positioned to respond in a major way to intensified food needs. From April to December 2020, we co-hosted over 200 food distributions, providing assistance to 50,000+ families (approx. 175,000 individuals) and serving nearly 1.5M lbs. of food, purchased with CARES Act funds and foundation contributions. We were able to quickly scale our services by leasing several spaces (commercial kitchen in Kalihi, warehouse space in Halawa, fleet parking in Kaimuki, and administrative operations in the office and remote). This was all in addition to our normal food rescue operations, redistributing over 2M lbs. of quality excess food to the community.

VOLUNTEER AND DONOR ENGAGEMENT

We continue to add more food donors and food recipients every month through outreach efforts, and our volunteer response has increased since January 2020, with 600+ people registered contributing 2,000+ hours.

MILESTONES REACHED

Working with over 1,000 food donors and charitable social service agencies on Oahu over the past two decades, Aloha Harvest has:

- Diverted over 32 million pounds of food that would have otherwise been discarded. That is the equivalent to nearly 7,000 MT (metric tons) of CO2 emissions sequestered, 26M+ meals served, or \$85M+ USD saved!
- During COVID pandemic, in partnership with the USDA, Hawaii Community Foundation, Hawaii Public Health Institute, and the City & County of Honolulu's Department of Community Services, Aloha Harvest responded to the increased food needs in 2020 by redistributing over 4.1M pounds of food, purchasing over \$2.2M worth of locally sourced food, and hosting 200+ community-based food distribution events.
- We have also recently launched several programs to complement our food rescue efforts:

Meals with Aloha - a unique program creating prepared meals and value-added products utilizing rescued food and locally sourced ingredients.

Community Harvest - a volunteer-led effort, capturing excess produce from backyards, community gardens, farmers markets, and small farms.

Oahu Compost Project - a 2-year pilot with the USDA, City & County of Honolulu, and several local nonprofit organizations to divert pre- and post-consumer waste from the landfill, creating nutrient-rich compost that we can put back into the soil.

EXPERTISE

Aloha Harvest has developed a unique ability to coordinate an extensive partner network, applying logistical expertise to manage large food distribution events, and provide delivery services to other nonprofit organizations serving those in need. Our long history as a food rescue organization has continued to grow and adapt, as we meet our mission to serve the most critical food needs of communities across Oahu.

Aloha Harvest is working to not only meet today's critical need to reduce food insecurity and food waste, but also planning to build capacity for a more resilient future. We have developed a comprehensive 3-year Strategic Plan with a focus on scaling the impact of our mission and transition to an established Food Resilience Hub facility.

2. The goals and objectives related to the request;

Aloha Harvest is moving forward with its plans of transitioning to a Food Resilience Hub facility. In this phase of the project, we will collaborate with our distribution partners to

establish Regional Staging Networks, create spaces for food storage, scale food rescue operations, establish checkpoints for quality assurance, improve food safety, and ensure a more equitable redistribution of food throughout Oahu.

OUTCOMES & MEASURES OF SUCCESS

- Establish 2-3 Regional Staging Networks
- Double the volume of food processed from pre-pandemic (1.6M lbs to 3.2M lbs)
- Ensure a more equitable redistribution of food (Honolulu – 50%, Leeward/Central Oahu – 30%, North Shore/Windward – 20%)
- Increase volunteerism from pre-pandemic (10% increase in new registrants)
- Improve communications and public awareness (publish 12 newsletters)

GRANT ACTIVITY CHOICE

Through our pandemic response, we experienced tremendous growth and are now operating at double the capacity from just a few years ago. Unfortunately, this is an indication that the ongoing supply chain disruptions, increasing prices of housing, fuel, food, and other essentials is severely affecting the financial stability of many families.

Aloha Harvest has recently embarked on an ambitious three-year Strategic Plan with the following objectives:

- Enhance Access to Quality Food
- Ensure Mission Sustainability
- Focus on Operational Excellence
- Inspire Action

Click here for more information (https://bit.ly/AH_StratPlan_2022-25)

As part of this plan implementation, a joint market study with the Hawaii Alliance for Community-Based Economic Development was completed to analyze the community need for a Food Resilience Hub (https://bit.ly/Food_Hub_Study). A robust strategic planning process over the past few years has engaged a wide variety of community organizations and stakeholders across Oahu for input. The resulting plan to develop capacity and sustainability for Aloha Harvest (and the grant activity) is broken into three phases:

- 1) Phase I (2022-2023): Capacity Building - Expanding critical capacity building work to scale food rescue operations sustainably through the development of staff positions and volunteer capabilities
- 2) **(Current) Phase II (2023-2024): Regional Staging Networks - Increasing our services in Oahu's more rural communities and to decrease our current operating model of reliance on "vehicle-only pick-up/drop-off" -- by providing in-community level solutions.**
- 3) Phase III (2025-2027): Food Resilience Hub Facility - Our ultimate objective is to transition to an established Food Resilience Hub facility.
*Future Phase – neighbor island expansion

ADDRESSING COMMUNITY EQUITY ISSUES

Over 60% of the food we currently distribute is in Metro Honolulu; Our phase II goal is to ensure a more balanced distribution across all regions, increase service to new and under-resourced organizations, and to develop and implement an improved process to track and report demographic data of populations served.

The proposed Grant Activity to develop a Regional Staging Network of rescue and redistribution sites will enable Aloha Harvest to scale up our current food rescue operations to meet growing demand for food assistance.

MEASURABLE GOALS & OBJECTIVES IN FY2024

Goal 1) Reduced Rate of Food Insecurity – Provide food assistance to 50,000 households (approx. 175,000 individuals) through community collaborations in 2024

- Objective 1) Double the Volume of Food Rescued: Rescue 3.2 million pounds of food in 2024* (Note: Recovering 3.2 million pounds of food is equivalent to creating 2.4 million meals with an approximate value of \$9 million dollars (based on Feeding America's estimate of 1.3 pounds/meal, and \$2.83 dollars saved per pound of food that is recovered in Hawaii).)
- Objective 2) Individuals Served: Serve 175,000 individuals in 2024*
- Objective 3) Food Donors: Partner to receive food donations from 300 active food donors in 2024 (new or re-engaged)*
- Objective 4) Distribution Partners/Recipient Agencies: Partner with 200 recipient agencies/distribution sites throughout Oahu in 2024*
- Objective 5) Increased Number of Volunteers: Recruit 120 new community members to volunteer in 2024
- Objective 6) Improved Public Awareness: Improve communications and public awareness of impact accomplished by publishing 12 newsletters in 2024

Goal 2: More Equitable Aggregation, Distribution, and Logistics Support for Food Systems – Collaborate with distribution partners to ensure a more equitable redistribution of food throughout Oahu

- Objective 1) Regional Staging Network – Establish 2-3 sites around the island of Oahu. Potential sites may include Metro Honolulu, Windward, Leeward Oahu, Central Oahu (pending need & availability)
- Objective 2) Distribution – Honolulu (50%), Leeward/Central Oahu (30%, North Shore/Windward (20%)

*Not included in the measures of effectiveness for this proposal.

3. The public purpose and need to be served;

Communities across the State of Hawaii face vulnerability to food insecurity, challenges in disposing large volumes of food waste, and risk for disaster events that might disrupt food supply (US Census, 2019).

FOOD INSECURITY

About 1 in 6 Hawaii residents (18%) report skipping or reducing at least one meal a day or a few meals a week for financial reasons (Imi Pono Hawaii Wellbeing Survey, 2022). On Oahu, 1 in 8 residents (over 119,000 people) are food insecure, lacking reliable access to safe and nutritious food (Feeding America, 2020). According to data from "Hunger in Hawaii," the need for food is greatest among 22% of children, 36% of Native Hawaiian and Pacific Islander households, and 11% of seniors (Feeding America, 2020; Pruitt et al, 2021).

An October 2020 Feeding America report ranked Hawaii 4th highest percent change (increase 50%) in food insecurity, and 6th highest rate of child food insecurity (over 89,000 children) between 2018 and 2020 compared to other states. On Oahu, the effects of the Coronavirus pandemic have contributed to a 46% increase in the overall food insecurity rate.

CHALLENGES IN DISPOSING FOOD WASTE

Globally, over one-third of the food we produce never gets eaten. That's enough food to solve world hunger several times over! And it's not just the food that is being wasted. There is a significant amount of human and natural resources that goes into growing that food. The land, fuel, water, manpower, packaging & shipping materials, etc. The US EPA, and Project Drawdown has identified food waste as one of the top three contributors to climate change.

According to the USDA, food waste is the single largest component that goes into municipal landfills, where it rots under anaerobic conditions producing methane, a greenhouse gas, that is 28% to 36% more potent than carbon dioxide (USDA, 2016). The Waimanalo Gulch Landfill is nearing capacity within the next 10 years, and no new landfill has been planned yet.

On Oahu, we currently capture only 2% of potentially recoverable food, based on the latest 2017 Waste Composition study, thus there is ample area for growth to increase the volume of food rescued.

RISK FOR DISASTER EVENTS

Local food assessments characterize Hawaii as a "limited-scale, closed food system" where food costs are 22% of average income (compared to 13% on the continental US) and with a perilous dependence on about 90% of food being imported from a minimum of 2,500 miles away, and offering a supply chain inventory of only 10 days (State of Hawaii, 2012; Rocky Mountain Institute, 2007).

Recent disasters (hurricanes, tsunamis), the COVID-19 pandemic, supply chain disruptions, and inflation have had severe and widespread impacts, exacerbating food insecurity for an increasing number of people, with a significant increase in emergency food assistance, and underscores the need for action to improve resiliency.

Developing a Food Resilience Hub is an identified action in the City & County of Honolulu's 2019 Oahu Resilience Strategy, which was crafted following a robust public engagement process. The Oahu Resilience Strategy characterizes resilience hubs to "support local resident needs and coordinate resource distribution and services during disaster response and recovery, but also providing other community benefits and services year-round" (City & County of Honolulu, 2020). This project is also aligned with the UN's Sustainable Development Goals (SDG) #2 (Zero Hunger), #12 (Responsible Consumption and Production), #13 (Climate Action), and #17 (Partnerships), and the State of Hawaii's 2050 Sustainability Plan.

Food needs have worsened as a result of the COVID-19 pandemic and exposed the risk for ALICE groups (asset-limited, income-constrained and employed) during crises. The Department of Labor's Bureau of Labor indicates the impact of the pandemic on the food supply chain has hit Native Hawaiians especially hard, raising grocery prices on the islands by nearly 12% since spring of 2020 (March 2021). Additionally, the rising cost of fuel, rent, and other essentials is affecting the financial stability of Hawaii's families.

At the same time of increasing need for food assistance, there is also about 237,000 tons of food (26% of available food supply) wasted annually on Oahu (City & County of Honolulu, 2017). Of that, only 2% of potentially recoverable food on Oahu is being captured through waste diversion. The Department of Environmental Services notes that food waste continues to be a significant problem that is severely impacting the City's waste management capacity.

PUBLIC PURPOSE OF GRANT

Aloha Harvest provides food assistance to the most vulnerable and at-risk members of the community, serving lower income individuals and families who are food insecure by partnering with social service and charitable agencies. The result for our community is improved access to food assistance for those who experience long-standing inequities and those who are disproportionately impacted by disaster events.

While much progress has been made to connect, collect, and distribute food in Hawaii, there is still so much more that can and must be done to expand capacity, to bring partners together to work cooperatively to serve more people. Establishing a Food Resilience Hub will address ongoing and future community food insecurity needs by:

- Increasing capacity for food storage (dry, chill, frozen); enabling scaling of current food rescue operations to meet growing demand for food assistance
- Increasing the amount of recovered quality excess food; reducing the impact of food waste (environmental impact and economic loss)
- Improving the quality of food and programs; improved food safety measures
- Ensuring equitable redistribution of food resources; increasing food access to rural and underserved communities
- Developing capacity and capabilities to respond to future disaster events

4. Describe the target population to be served;

Aloha Harvest helps to improve access to food assistance for those who experience long-standing inequities and those who are disproportionately impacted by disaster events. Food needs have worsened as a result of the COVID-19 pandemic and exposed the risk for ALICE groups (asset-limited, income-constrained and employed) during crises.

An October 2020 report by Feeding America ranked Hawaii 4th highest percent change (increase 50%) in food insecurity, and 6th highest rate of child food insecurity (over 89,000 children) compared to other states.

Aloha Harvest responds to these worsening food security issues by providing critical food assistance to the people that we serve:

- 22% homeless
- 36% unemployed
- 46% Native Hawaiians and Pacific Islanders
- 29% children
- 16% seniors
- 10% challenged with mental illness, substance abuse or physical and/or mental disabilities

5. Describe the geographic coverage.

REACHING OUR COMMUNITIES

With a shared kuleana, Aloha Harvest currently works with 250+ participating donors and 175+ social service agencies on Oahu, and has facilitated a wide network of over 1,000 collaborators over the past 23 years -- making it the largest collaboration between businesses and the nonprofit sector in the state.

- **Deliver Food To:** The food we deliver serves communities across Oahu: Honolulu (62%), Waianae/Leeward (15%), Windward (6%), Central (9%), and North Shore (8%).
- **Food Donations Come From:** The majority of food donations come from urban Honolulu and Central Oahu: Central (15.1%), Honolulu (64.3%), Waianae/Leeward (10.5%), Windward (4.5%), and North Shore (5.6%).

MORE EQUITABLE COVERAGE

By collaborating with our distribution partners to establish these Regional Staging Networks, Aloha Harvest will create spaces for regional food storage, scale food rescue operations, establish checkpoints for quality assurance, improve food safety, and ensure a more equitable redistribution of food throughout Oahu.

DISASTER PREPAREDNESS & EMERGENCY RESPONSE

An additional service that Aloha Harvest may focus on to distinguish itself from other nonprofit food distribution operations on the island is the development of a Food

Resilience Hub with respect to emergency preparedness. A food hub may double as a disaster response or recovery center during times of need, offering additional benefits to the communities it serves. In addition to storing food and water, a food hub may also hold medical and emergency supplies, serve as a triage site or base of operations, communicate invaluable information, and distribute critical resources to the community. A food hub doubling as an emergency response center will allow for the development of strategic partnerships between public and private entities, improved response time to communities that may have limited access to services, and strengthen Oahu's overall emergency preparedness and disaster response capabilities.

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

In this phase of our Food Resilience Hub plans, we will work with 2-4 established community partners to provide sufficient space for Aloha Harvest to rapidly scale-up operations in the short-term, as well as to develop capabilities to support the organization's growth over the coming years.

A Food Resilience Hub will enable rescuing and redistributing larger volumes of food, allow for proper storage of food for longer periods (utilizing dry/chill/frozen storage to ensure safety and extend the shelf life), and to further process food as prepared/repurposed meals and added value products for sale/redistribution (future social enterprise).

TASKS

A. Planning for Phase II of the Food Resilience Hub

- Milestone: MOU, policies & procedures created
- Specific Actions:
 - Evaluate current practice and Level of Effort
 - Establish P&Ps for general warehouse operations for staging sites
 - Establish an Outreach/Marketing plan to solicit more donors & increase public awareness
 - Establish new route assignments to maximize fleet efficiency, ensure a more equitable redistribution of food

B. Implement 2-4 Staging Network Sites

- Milestone: Regional Staging Network sites operational by end of the project period
- Specific Actions:
 - Acquisition of equipment & supplies for the dry/cold storage
 - Build an expanded volunteer force to supplement the efforts of the host site
 - Improve data collection, reporting, & implement quality assurance measures throughout

Regional Distribution Network Partners (pending)

- KEY Project (Windward/North Shore) – the mission of KEY Project is to nurture and promote the cultural, environmental, social, economic, and recreational well-being of the Kualoa-He'eia area by providing a vital grassroots civic resource that effectively serves the needs of our diverse multicultural community. KEY will be a

distribution partner and potential regional staging network site. POC is Rainbow Uli'i.

- The Pantry by Feeding Hawaii Together (Honolulu) – The Pantry is the only e-commerce food pantry in the country operating weekly, year-round, to provide free, nutritious food to the families of Hawaii, offering a “grocery store style” experience so customers can choose the food they want. The Pantry is a distribution partner and potential regional staging network site. POC is Executive Director Jennine Sullivan.
- Salvation Army Kroc Center (Leeward & Central Oahu) – the Kroc Center is the largest community center of its kind in Hawaii promoting opportunities to learn and grow, to build confidence and hope through their health and wellness programs. The Kroc Center is a distribution partner and potential regional staging network site. POC is Major Osei Stewart.
- City and County of Honolulu (Office of Economic Revitalization & Department of Emergency Management) – OER was organized during the COVID-19 pandemic to provide leadership for Oahu’s economic revitalization efforts. DEM coordinates preparedness and response plans, programs and initiatives with city, state, federal, private, corporate, and non-government entities. OER and DEM are potential funders, collaborators, and “landlords” for the primary hub/regional staging site in Honolulu. POC is Dexter Kishida.

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

Assuming a January 1, 2024 project start, the proposed Food Resiliency Hub Phase II timeline is as follows:

Q1 (Jan - Mar 2024)

- Grant period begins
- Outreach/Marketing team will launch efforts to recruit 30 new volunteers, with preference in the Leeward/Ewa/Central and Windward/North Shore districts
- Finalize MOU with partner agencies to store and redistribute food at their sites
- Food rescue team will collect & (re)distribute 800,000 lbs. of food
- Monthly newsletters released
- Q1 Impact Report is released

Q2 (Apr - Jun 2024)

- Outreach/Marketing team will launch efforts to recruit 30 new volunteers, with preference in the Leeward/Ewa/Central and Windward/North Shore districts
- Purchase shelving, install in partner locations
- Rental of (Matson) cold storage containers, with delivery of them to all sites

- Training and certification for site operators by Aloha Harvest, DEM, and DOH (or appropriate agency)
- Food rescue team will collect & (re)distribute 800,000 lbs. of food
- Monthly newsletters released
- Q2 Impact Report is released
- Midpoint project evaluation

Q3 (Jul - Sep 2024)

- Outreach/Marketing team will launch efforts to recruit 30 new volunteers, with preference in the Leeward/Ewa/Central and Windward/North Shore districts
- Food rescue team will collect & (re)distribute 800,000 lbs. of food
- Monthly newsletters released
- Q3 Impact Report is released

Q4 (Oct - Dec 2024)

- Outreach/Marketing team will launch efforts to recruit 30 new volunteers, with preference in the Leeward/Ewa/Central and Windward/North Shore districts – for a total of 120 new volunteers over the duration of the project
- Food rescue team will collect & (re)distribute 800,000 lbs. of food – with a total of 3.2 million lbs. for the duration of the project
- Monthly newsletters released
- Q4 Impact Report is released, summarizing highlights of the entire project
- End of project evaluation, debrief, documentation of lessons learned and next steps

Note: The period of performance for this project may be adjusted, based on the availability/ release of funds and successful execution of the contract.

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

To monitor the effectiveness of our work, Aloha Harvest tracks food rescue and distribution through its database (Salesforce Field Service Lightning) and reports outcomes through interactive dashboards that can be viewed on the organization website at www.alohaharvest.org/data.

Data collected includes:

- 1) Pounds of Food Rescued
(tracking and reporting the volume of food and number of deliveries on a quarterly and annual basis enables us to assess the efficiency and impact of our operations)
- 2) Number of Food Donors
(tracking the community where food donations are picked up helps us to identify

- the most efficient routes for our trucks and areas where there may be more donors whom we can recruit to join our efforts)
- 3) Number of Receiving Social Service Agencies that we work with to feed the hungry and the Number of Deliveries
(tracking the community where the food is distributed informs about trends in which areas the need is increasing or decreasing over time)

We are continuing with our system development efforts to improve automation, increase efficiency and accuracy, capture and report even more granular datasets (e.g. product mix, pickup/travel/delivery times, estimated cost savings, estimated reduction in CO2/methane) in order to help guide decision-making and program development efforts. The eventual goal is to shift towards predictive analytics, allowing us to be proactive and capitalize on opportunities while minimizing risks.

The Aloha Harvest Project Team will implement the following measures to facilitate open communications, continually monitor progress, and ensure quality outcomes for the proposed services:

- Daily supervision & mentoring by the Volunteer (volunteers), Field Services Coordinator (recipient agencies), Operations Manager (AH field staff, donors), Executive Director (project team)
- Weekly status meeting with Operations staff to monitor progress, address issues, recommendations & changes
- Monthly data check & reporting of program outcomes; deduplicate records, monitor data quality reports
- Schedule in-service or professional development opportunities, preferably quarterly or as the budget allows
- Internal/external evaluation (lessons learned) to ensure compliance, quality outcomes, and facilitate process improvement (mid-point and end of project period)

The Project Team will also explore ways to improve our quantitative data gathering (recording poundage in/out, food types, etc.) as well as our qualitative data through surveys, interviews, testimonials. Collectively, this will help us increase the volume of food assistance, ensure progress towards our rescue/distribution goals, and improve the quality of services.

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.**

The following metrics will be tracked and reported through the 12-month project period of performance as the Measures of Effectiveness for this grant funding:

- Number of new, active (volunteered in the last 30 days): 120 (total registered)
- Number of Impact Reports/Newsletters: 12 (published monthly)
- Improved Redistribution of Food Equity: 125,000 pounds (monthly) redistributed in Honolulu; 75,000 pounds (monthly) redistributed in Leeward/Ewa/Central; 50,000 pounds (monthly) redistributed in Windward/North Shore
- Draft Disaster Preparedness/Emergency Response Handbook with Policies & Procedures

IV. Financial

Budget

1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
 - a. Budget request by source of funds (Link)
 - b. Personnel salaries and wages (Link)
 - c. Equipment and motor vehicles (Link)
 - d. Capital project details (Link)
 - e. Government contracts, grants, and grants in aid (Link)

See attached.

2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2024.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$75,000	\$125,000	\$125,000	\$75,000	\$400,000

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2024.

See attached.

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.

N/A

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 2024 for program funding.

See attached.

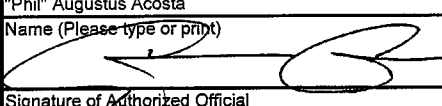
6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2022.

Balance (\$1,068,819) included in the cover page and the attached financial statements.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2023 to June 30, 2024

Applicant: **ALOHA HARVEST**

BUDGET CATEGORIES	Total State Funds Requested (a)	Federal Funds (USDA) Requested (b)	County Funds (GIA) Requested (c)	Private Funds (HMLF) SECURED (d)
A. PERSONNEL COST				
1. Salaries	124,000	240,115	62,500	62,500
2. Payroll Taxes & Assessments	9,562	19,200	4,781	4,781
3. Fringe Benefits	14,200	33,508	6,600	6,600
TOTAL PERSONNEL COST	147,762	292,823	73,881	73,881
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island			0	
2. Insurance	0	0	0	0
3. Lease/Rental of Equipment	36,000	0	18,000	18,000
4. Lease/Rental of Space	6,000	0	0	18,000
5. Staff Training, Certification, Prof. Dev.	10,000	0	5,000	5,000
6. Program Supplies & Consumables	11,238	0	6,000	6,000
7. Printing & Marketing	0	0	0	12,000
8. Utilities	18,000	0	9,000	9,000
9. Repair & Maintenance	10,000	0	5,000	5,000
10. Professional and Contractual Services	36,000	20,000	18,000	18,000
11. Vehicle Expenses (fuel, repair & maint.)	10,000	60,000	0	10,000
12. Mileage, Parking	10,000	0	5,000	5,000
13. Indirect Costs	0	0	7,619	20,119
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	147,238	80,000	73,619	126,119
C. EQUIPMENT PURCHASES	105,000	0	52,500	0
D. MOTOR VEHICLE PURCHASES	0	0	0	0
E. CAPITAL	0	0	0	0
TOTAL (A+B+C+D+E)	400,000	372,823	200,000	200,000
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	400,000	"Phil" Augustus Acosta (808) 208-4307		
(b) Total Federal Funds Requested	372,823	Name (Please type or print) Phone		
(c) Total County Funds Requested	200,000	 Signature of Authorized Official Date		
(d) Total Private Funds SECURED	200,000			
TOTAL BUDGET	1,172,823	"Phil" Augustus Acosta / Executive Director Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2023 to June 30, 2024

Applicant: ALOHA HARVEST

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Executive Director	1	\$110,000.00	15.00%	\$ 16,500.00
Operations Manager	1	\$60,000.00	30.00%	\$ 18,000.00
Warehouse Supervisor	1	\$50,000.00	30.00%	\$ 15,000.00
Warehouse Associate	1	\$40,000.00	30.00%	\$ 12,000.00
Volunteer Coordinator	1	\$50,000.00	20.00%	\$ 10,000.00
Sustainability Coordinator	1	\$50,000.00	20.00%	\$ 10,000.00
Safety & Compliance Officer	1	\$55,000.00	50.00%	\$ 27,500.00
Community Engagement Specialist	1	\$50,000.00	30.00%	\$ 15,000.00
				\$ -
Payroll Tax, Healthcare & Fringe Benefits				\$ 23,762.00
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				\$ 147,762.00

JUSTIFICATION/COMMENTS:

Funds requested will be used for the workforce to support this phase of the Food Resilience Hub project, expanding organizational capacity and scaling the impact of our mission. This includes new positions and existing roles that will have adjusted/expanded scope of responsibilities.

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2023 to June 30, 2024

Applicant: ALOHA HARVEST

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Industrial Floor Scale	2	\$2,500.00	\$ 5,000.00	12500
Electric Pallet Jack	5	\$4,000.00	\$ 20,000.00	40000
Pallet Rack	10	\$3,000.00	\$ 30,000.00	55000
Forklift	2	\$25,000.00	\$ 50,000.00	50000
		\$ -		
TOTAL:	19		\$ 105,000.00	157,500
JUSTIFICATION/COMMENTS:				
These are required equipment for warehouse operations, supporting this phase of the project.				

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
NA			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:			\$ -	
JUSTIFICATION/COMMENTS:				

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: **ALOHA HARVEST**

Contracts Total:

572,500

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	State GIA 2019	11/18 - 10/19	DHS	State	80,000
2	City GIA 2020	10/19 - 12/20	DCS	Honolulu	125,000
3	City GIA 2021	2/20 - 1/21	DCS	Honolulu	125,000
4	City GIA 2022	7/22 - 6/23	DCS	Honolulu	200,000
5	USDA CCFWR (\$90k total grant award)	1/22 - 12/23	USDA	U.S.	
6	Subcontract thru City & County		OER	Honolulu	42,500
7					
8	CCFWR - Community Composting & Food Waste Reduction				
9					
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BUDGET - ACTUAL SUMMARY
FY20 - FY23

	FY23		FY22		FY21		FY20	
	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL
REVENUE								
Corporations	50,000	40,980	50,000	32,713	115,000	74,082	50,000	
Foundations	425,000	410,296	425,000	503,537	310,000	482,357	301,000	
Grants	773,425	467,964	680,000	667,009	460,000	736,831	239,333	
Government	342,500	79,573	172,800	2,275,664	514,413	157,379	120,750	
Organizations & Individuals	205,000	187,895	163,000	217,689	71,500	125,590	65,000	
Fundraising	90,000	10,495	-	-	75,000	481	75,000	
In-Kind	-	12,957,248	-	10,479,212	-	7,701,571	-	
Interest	420	241	420	93	420	168	420	
Other	300	465	300	657	300	254	300	
Total Revenue	1,886,645	14,155,157	1,491,520	14,176,574	1,546,633	9,278,713	851,803	
EXPENSE								
Resources	54,000	37,881	51,460	7,938	44,600	13,491	38,300	
People (Contract & Employee)	1,277,162	943,813	1,086,336	898,993	722,497	641,141	582,447	
Operations/Vehicle	297,350	192,051	174,540	199,719	165,760	148,888	116,610	
COVID Response	-	-	-	1,733,344	435,000	181,442	-	
General & Admin	206,604	134,530	175,765	159,963	136,800	78,194	89,455	
Total Expense	1,835,116	1,308,275	1,488,101	2,999,957	1,504,657	1,063,156	826,812	
Net Operating Income	51,529	12,846,882	3,419	11,176,617	41,976	8,215,557	24,991	
Depreciation	133,598	104,849	108,000	68,171	61,573	25,285	22,800	
Asset Disposal	-	-	-	(16,000)	(10,000)	3,485	-	
In-Kind	-	12,957,248	-	10,445,626	-	7,701,571	-	
PPP	-	-	-	(104,913)	-	-	-	
Net Income	(82,069)	(215,215)	(104,581)	783,733	(9,597)	485,216	2,191	



Balance Sheet
December 31, 2022

ASSETS

Current Assets

Checking/Savings

Checking - FHB	240,452
Money Market - FHB	650,484
Savings - FHB (Fundraising)	25,621
Petty Cash	300

Total Checking/Savings 916,857

Accounts Receivable

Accounts Receivable	47,504
---------------------	--------

Total Accounts Receivable 47,504

Other Current Assets

Prepaid Expenses	12,604
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Total Other Current Assets 12,604

Total Current Assets 976,965

Total Fixed Assets, net of depreciation 450,668

Total Other Assets 1,707

TOTAL ASSETS 1,429,340

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable	52,984
Accrued Payroll & Benefits	12,455

Total Liabilities 65,439

Equity

Net Assets with Donor Restrictions	295,082
Net Assets without Donor Restrictions	1,068,819

Total Equity 1,363,901

TOTAL LIABILITIES & EQUITY 1,429,340

Average Monthly Expense	\$	130,748
# of Months Operating Cash		7.01



Profit & Loss
July to December 2022

	Jul-Dec '22	Budget	\$ Over Budget	% of Budget	Annual Budget
Income					
Corporations	25,416	41,000	(15,584)	62%	50,000
Foundations					
Without Donor Restrictions	183,796	95,000	88,796	193%	150,000
Donor Restrictions	110,200	20,000	90,200	551%	50,000
Total Foundations	293,996	115,000	178,996	256%	200,000
Hau'oli Mau Loa	225,000	225,000	-	100%	225,000
Grants					
Without Donor Restrictions	42,162	50,000	(7,838)	84%	100,000
Donor Restrictions	147,500	436,840	(289,340)	34%	673,425
Total Grants	189,662	486,840	(297,178)	39%	773,425
Government	140,323	136,000	4,323	103%	342,500
Organizations	2,207	40,000	(37,793)	6%	50,000
Religious	1,950	2,600	(650)	75%	5,000
Individuals	59,900	90,000	(30,100)	67%	150,000
Fundraising Income	-	30,000	(30,000)	0%	90,000
Refund	274	150	124	183%	300
Interest & Other	121	210	(89)	58%	420
Total Income	938,849	1,166,800	(227,951)	80%	1,886,645
Expense					
RESOURCES					
Promo & Advertising	5,236	7,500	(2,264)	70%	10,000
Communication/Marketing	114	7,500	(7,386)	2%	15,000
Volunteer	5,134	8,500	(3,366)	60%	19,000
Newsletter, Other Mailings	-	-	-	0%	-
Program & Other	9,892	-	9,892	100%	-
Fundraising Expense	-	3,000	(3,000)	0%	10,000
Total RESOURCES	20,376	26,500	(6,124)	77%	54,000
OPERATION - PEOPLE					
Contracted Svcs					
Accounting	22,299	21,600	699	103%	43,200
Grant & Fund Dev	3,300	21,600	(18,300)	15%	43,200
IT & Data Services	19,883	23,160	(3,277)	86%	46,320
Org. Dev. Consulting	-	12,500	(12,500)	0%	30,000
Program Reporting	7,542	7,500	42	101%	15,000
Temp Hire/Other Contract	56,654	64,200	(7,546)	88%	97,200
Total Contracted Svcs	109,678	150,560	(40,882)	73%	274,920
Salaries and Wages	302,172	336,661	(34,489)	90%	729,872
Employee Benefits - Health	32,763	45,812	(13,049)	72%	98,654
Employee Benefits - Other	11,859	18,064	(6,205)	66%	41,056
Payroll Taxes	31,827	34,452	(2,625)	92%	75,460
Total Employees	378,621	434,989	(56,368)	87%	945,042
Training	1,080	1,600	(520)	68%	3,200
Total OPERATION - PEOPLE	489,379	587,149	(97,770)	83%	1,223,162

Profit & Loss
July to December 2022

	<u>Jul-Dec '22</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
OPERATION - VEHICLE					
Truck Leasing	2,663	3,000	(337)	89%	6,000
Vehicle Storage	9,516	12,000	(2,484)	79%	27,000
Vehicle Insurance	3,410	8,030	(4,620)	42%	17,210
Fuel	29,273	25,200	4,073	116%	53,400
Repairs & Maintenance	14,130	10,800	3,330	131%	21,600
Mobile Phones	6,214	4,200	2,014	148%	8,400
Food Storage	3,819	3,600	219	106%	7,200
Food Purchase	56,368	51,000	5,368	111%	106,000
Food Containers	13,900	13,500	400	103%	27,000
Donation Supplies	2,438	3,000	(562)	81%	3,000
Kitchen Rental / SubContracts	14,622	32,125	(17,503)	46%	60,000
Uniforms	405	2,250	(1,845)	18%	4,500
Misc	4,374	7,040	(2,666)	62%	10,040
Total OPERATION - VEHICLE	161,132	175,745	(14,613)	92%	351,350
GEN & ADMIN					
Telephone					
Verizon Wireless	225	810	(585)	28%	1,620
Hawaiian Telcom	2,094	2,220	(126)	94%	4,440
Total Telephone	2,319	3,030	(711)	77%	6,060
Insurance	3,693	3,720	(27)	99%	7,440
Occupancy					
CAM	7,466	7,800	(334)	96%	15,600
Water	577	600	(23)	96%	600
Lease Rent	3,449	3,450	(1)	100%	6,900
Total Occupancy	11,492	11,850	(358)	97%	23,100
Professional Services	52,849	62,000	(9,151)	85%	86,000
Office Equip Rent - Maint.	1,429	1,952	(523)	73%	3,904
Office Supplies	2,264	2,400	(136)	94%	4,800
Dues, Sub, Membership	746	1,050	(304)	71%	3,000
Entertainment / Food	4,965	3,800	1,165	131%	5,600
Postage	-	750	(750)	0%	1,450
Payroll / HR Mgmt	11,445	15,950	(4,505)	72%	31,900
Bank & Other Fees					
Bank Fees	434	52	382	835%	100
GET, DCCA	11	1,450	(1,439)	1%	4,150
Shredding	-	900	(900)	0%	900
Other Fees	2,135	1,500	635	142%	3,000
Total Bank & Other Fees	2,580	3,902	(1,322)	66%	8,150
Depreciation	48,587	52,800	(4,213)	92%	133,598
Computer	9,735	7,000	2,735	139%	11,150
Travel & Parking					
Mileage	1,291	900	391	143%	1,800
Staff Parking	3,320	3,000	320	111%	6,000
Travel	1,196	-	1,196	100%	-
Total Travel & Parking	5,807	3,900	1,907	149%	7,800
Gifts	2,294	4,650	(2,356)	49%	5,250
Misc					
Credit card - need rec	1,566	-	1,566	100%	-

Profit & Loss
 July to December 2022

	<u>Jul-Dec '22</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Misc - Other	419	500	(81)	84%	1,000
Total Misc	1,985	500	1,485	397%	1,000
Total GEN & ADMIN	162,190	179,254	(17,064)	90%	340,202
Total Expense	833,077	968,648	(135,571)	86%	1,968,714
Net Operating Income	105,772	198,152	(92,380)	53%	(82,069)

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.

EXPERIENCE AND ABILITY

Aloha Harvest is one of approximately 50 recognized food rescue nonprofit organizations across the nation by the U.S. Department of Agriculture, and listed as a resource by the City and County of Honolulu's Department of Environmental Services for reducing and eliminating Food Waste for businesses and households.

Aloha Harvest works together with a wide range of partners to improve access to food assistance and reduce food waste. Aloha Harvest has facilitated a wide network of over 1,000 donors and charitable agencies on Oahu over the past two decades, many of whom serve the most vulnerable populations (sheltered and unsheltered homeless, school-aged keiki, runaway youth, homebound kupuna, etc.), making it the largest collaboration between businesses and the nonprofit sector in the state. The organization continues to build new relationships and linkages for supply and demand to not only increase food assistance capacity, but also to be ready to respond quickly and cooperatively during emergency events.

For the past 23 years, we have grown from a small staff of 3 and 1 rented van to a team of 18 and a fleet of 6 commercial vehicles. Along the way, we developed a unique ability to coordinate an extensive partner network. Our long history as a food rescue organization has continued to grow and adapt, as we work to serve the most critical food needs of the community. As we have increased our staff and fleet in response to the community's immediate needs, we are also thoughtfully planning how to sustain our efforts over the long-term.

Aloha Harvest has demonstrated a niche ability to connect and bring together different partners, as well as coordinate difficult same-day distribution logistics, proving more than capable of the work required to establish a Food Resilience Hub. After more than 23 years, we continue to build on our strong organizational experience, reputation, and resources which are required to successfully achieve the proposed outcomes to scale our operations by increasing the volume of food rescued and recruiting new partner donors and recipients.

SKILLS AND KNOWLEDGE

We have a core management team and a Board of Directors with a range of experience in nonprofit management, foodservice, warehouse operations, logistics, legal, accounting/finance, and capital projects of varying complexities.

Our ability to quickly shift our operational focus, secure human and capital resources, innovate, and work with different partners has been absolutely essential in our COVID-19 response and will continue to be a critical competency for establishing a Food Resilience Hub. Our recent success in rapidly scaling services gives us confidence that we can do even more by shifting our operations into these regional staging sites.

CAPACITY AND RESOURCES

In the past two years, Aloha Harvest has been able to more than double its income/operating budget. As a nonprofit organization, we rely on a combination of sustained funding from our longtime financial supporters, bringing onboard new funders through an aggressive communications and marketing strategy, and overall increased value in contributions.

Scaling up food rescue operations and developing a future Food Resilience Hub will address both the immediate impacts and longer-term recovery from the COVID-19 pandemic and economic inflation. As we have increased our staff and fleet in response to the community's immediate needs, we are also thoughtfully planning how to sustain our efforts over the long-term. Unfortunately, the forecasted slow recovery will likely mean high demands for food assistance for at least the next couple of years, which will coincide with our planned transition from current vehicle-only operations to a food hub facility.

BEYOND THE GRANT PERIOD

Our mission resonates with many funders and volunteers who continue to support and enable our work. Many of these stakeholders, including several large foundations, have explicitly expressed their support of establishing a Food Resilience Hub to help create a more sustainable, resilient, and equitable food system in Hawaii.

FUNDING/RELATED PROJECTS OVER PAST 3 YEARS

- Food Hub Market Study and Feasibility Plan – in partnership with HACBED and funded by the Ulupono Initiative.
- Food Resilience Hub (Phase I) – capacity building funded by the City and County of Honolulu's Grant in Aid, Hau'oli Mau Loa Foundation, Freeman Foundation, Atherton Family Foundation, and the McInerney Foundation.
- COVID-19 Response – use of shared facilities to expand capacity to aggregate, store, prepare, and distribute food. This included kitchen (Pacific Gateway Center) and storage facilities (The Pantry, Y Fukunaga Products).

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.

CURRENT FACILITIES

We are currently utilizing six different/decentralized commercial spaces throughout Honolulu for administrative office, staff & fleet parking, cold & dry storage, and occasional kitchen/prep area. Shifting to dedicated spaces in strategic areas around the island will allow us improved reach into the communities with the greatest needs, and increased flexibility in the future to adapt and meet changing food needs. Having adequate administrative spaces, access to cold/dry storage, and processing area/commercial kitchen (future phase) will present new opportunities to expand and diversify our food rescue services – including some of our recent partnered programs to prepare more meals and process/package food with purchased local fresh food.

Our administrative offices are currently based in two modest-sized spaces (with a little more than 900 sq ft combined) in Kaimuki. At the center of our operations are three 18 ft. refrigerated box trucks, two refrigerated commercial vans, and a flatbed truck. Over the past two decades our operations for same-day food pick-up and delivery has enabled us to work as a lean organization without a warehouse space.

Currently we are managing to (barely) sustain our scaled operations by utilizing/leasing several distributed spaces:

Administrative Office (First Hawaiian Bank)
3599 Waialae Avenue, Suite 22 & 23 (combined 921 sq ft)
Honolulu, HI 96816

Staff parking (Kaimuki Municipal Parking Lot)
1150 12th Avenue
Honolulu, HI 96816

Fleet Parking (Hawaii Self Storage)
2909 Waialae Avenue
Honolulu, HI 96826

Dry (non-perishable) storage (The Pantry)
2522 Rose Street
Honolulu, HI 96819

Cold & Dry storage (Y Fukunaga Products Ltd)
99-1093 Iwaena Street, Bay C
Aiea, HI 96701

Staff/fleet parking, dry/cold storage, kitchen/prep area (Pacific Gateway Center)
723-C Umi Street
Honolulu, HI 96819
*Utilized as needed

EXPANDING FACILITIES

To meet the elevated need for food rescue and distribution, Aloha Harvest is expanding its operational capacity with additional staff and vehicles along with pursuing a physical storage Food Resilience Hub facility with flexible space to hold offices, co-working options with partners, and opportunities for food processing and manufacturing. This will allow Aloha Harvest to centralize and expand operations, hold food for longer periods of time, and realize new partnerships.

In the Phase II of the project, Aloha Harvest is creating new Regional Staging Networks that will include:

- Identifying a location to aggregate excess food, which would allow for enhanced quality assessment, increased food safety measures, and a more equitable redistribution process.
- Appropriately scale food rescue operations to meet the short-term and long-term needs of the community in a sustainable fashion.
- Facilitate meaningful collaboration with mission-aligned nonprofit organizations, local farmers, and small business enterprises through co-location, shared use of space and facilities, and consolidation of resources.
- Further reduce food waste (non-edible), reducing its impact to Hawaii's economy and environment, and mitigating the effects of climate change by expanding practices in resiliency and sustainability.
- Potentially adding a commercial kitchen as an option to help with repurposing excess food, creating value-added products, and provide educational, training, and employment opportunities for Hawaii's workforce (future phase).

This increased capacity to rescue, aggregate, and redistribute food will provide much needed assistance to thousands of additional households on the island.

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.

STAFF QUALIFICATIONS

Executive Director, Phil Acosta, assumed leadership of Aloha Harvest in September 2019 and has been in a leadership role in the nonprofit sector for several years. Phil is responsible for providing oversight of the operations of Aloha Harvest, with a focus on capacity building, working on strategic planning with the Board of Directors and executing those plans; establishing the fundraising strategy and development plans and managing the budget. In addition, he is currently exploring ways to monetize and increase the utilization of Aloha Harvest's capital assets (trucks and refrigerated van), develop collaborative partnerships, potentially adding a new and stable revenue stream for the organization.

Mele Pepa Latu is the Operations Manager and has been with the organization for over 11 years. She is responsible for managing day-to-day operations with a focus on productivity and quality control for the field staff (Lead Driver, Drivers & Driver Helpers), and direct supervision of the Field Services Coordinator and Programs Assistant. She also strives to enhance operational procedures, business processes, data management and reporting functions. Mele manages the accounts payable/receivable and assists with grant preparation and administration and is currently working with our Business Operations Interns to update our Procedures Manual.

Joshua "Buddy" Baum is the Development Specialist/Analyst, joining the Aloha Harvest team on February 2021. He brings over 15 years of technical experience working on large enterprise IT systems for small and large corporations nationwide. He is responsible for compiling and synthesizing all our program data, ensuring accuracy, and timely reporting. He is also taking the lead in our IT modernization and development efforts, functioning in roles such as our internal Project Manager, primary Quality Assurance Tester, Trainer, and overall Subject Matter Expert.

BOARD OVERSIGHT

Aloha Harvest has a very active Board of Directors who have diverse experiences in law, sales, advertisement, banking, accounting, medicine, food service, government relations, and nonprofit management. The Board is currently composed of 12 members, with 4 in the Executive Committee (Chair, Vice Chair, Treasurer, Secretary) and 2 subcommittees (Internal Affairs, External Affairs). The Board is charged with determining the strategic plan of the organization, annually reviewing progress towards goals and objectives and managing the Executive Director.

PROPOSED STAFFING (additional to existing)
Warehouse Supervisor and Associates
Safety & Emergency Response Officer
Community Engagement Specialist
AmeriCorps VISTA

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 attached.

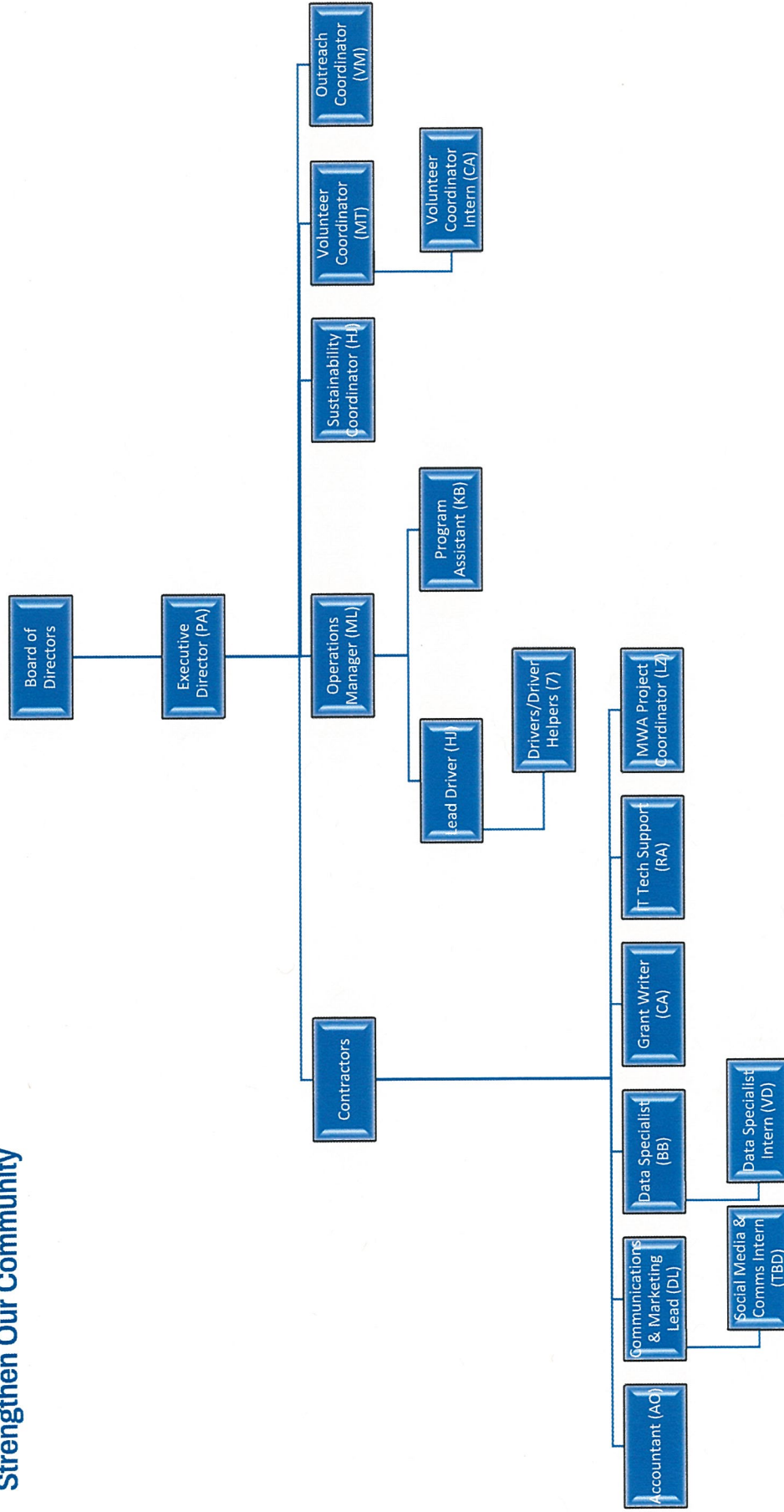
3. Compensation

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.

Executive Director - \$100,000 to \$125,000
Operations Manager - \$55,000 to \$65,000
Data Specialist/Analyst - \$50,000 to 60,000



Rescuing Quality Food to Nourish and Strengthen Our Community





aloha harvest
BOARD OF DIRECTORS

Chair

Gaison Ontai

Director, Physician Contracts and Corporate Counsel
THE QUEEN'S HEALTH SYSTEMS
Phone: (808) 722-4812
gaisonontai@gmail.com

Vice Chair

Dawn Kurisu

Vice President of Strategy & Innovation
Parents and Children Together (PACT)
Phone: (808) 265-4763
dawnakie@gmail.com

Secretary

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Treasurer

Joanna Oshiro

Managing Director
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nicole.altman@gmail.com

Director

Jolyn Garidan-Prieto

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LOCAL 1463
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j.garidanprieto@gmail.com

Director

Jamila Jarmon

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1200 Ala Moana Blvd | Honolulu, HI 96814
Phone: (808) 780-9937
jamilajarmon@gmail.com

Director

Wally Marciel

President & CEO
PALAMA HOLDINGS LLC/H&W FOODSERVICE
2029 Lauwiliwili St. | Kapolei HI 96707
Phone: (808) 682-8377 | Cell: (808) 312-2173
wmarciel@hwfoodservice.com

Director

John Strandberg

Hawaii Regional Manager
PACIFIC DIGITAL SIGNS
2250 Kalakaua Ave., Ste 326 | Honolulu, HI 96815
Phone: (808) 554-9687
jstrandberg808@gmail.com

Director

Lisa Tomihama

Senior Vice President & Region Manager
FIRST HAWAIIAN BANK
20 W Kaahumanu Ave. | Kahului, HI 96732
Phone: (808) 525-6152
ltomihama@fhb.com

Director

Aya Leslie

Vice President
Hawaii Food & Wine Festival
3538 Waiialae Avenue, #202 | Honolulu, HI 96816
Phone: (858) 201-8512
aya@hawaiifoodandwinefestival.com

Director (Immediate Past Chair)

Butch Galdeira

President

Diamond Bakery

756 Moowaa St. | Honolulu, HI 96817

Phone: (808) 847-3551 ext. 20

bgaldeira@gmail.com

Chair Emeritus

Robert Harrison

President and Chief Executive Officer

FIRST HAWAIIAN BANK

999 Bishop St., 29th Floor | Honolulu, HI 96813

Phone: 525-7766 | Fax: 525-8708

rharrison@fhb.com

VII. Other

1. Litigation

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

N/A

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.

N/A

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.

N/A

4. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2023-24 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2023-24, but
- (b) Not received by the applicant thereafter.

BEYOND THE GRANT PERIOD

Our mission resonates with many funders and volunteers who continue to support and enable our work. Many of these stakeholders, including several large foundations, have explicitly expressed their support of establishing a Food Resilience Hub to help create a more sustainable, resilient, and equitable food system in Hawaii. We are also working with a consultant to develop a Fund Development Strategy to sustain the organization's growth and ensure long-term fiscal viability.

Aloha Harvest continues to creatively raise funds and community support to maintain and expand this long-standing organization. Donors and donation amounts have continually increased in the past two years, and our operating budget has increased by over 76%. These funds are from numerous charitable foundations, corporations, County, and State agencies. Many of our funders, such as the Hauoli Mau Loa Foundation and Hawaii Community Foundation, have provided funding over multiple years.

For FY2023 & FY2024, we have secured the following funding sources, specifically to support this project:

- \$200,000 from the Hau'oli Mau Loa Foundation
- \$100,000 from the Freeman Foundation

There is also \$200,000 that is pending receipt, additional \$500,000 for general operations, and will submit/have submitted almost \$1,000,000 in grant proposals to support our capacity building for the Food Resilience Hub.

SUSTAINABILITY WITH GRANT FUNDING

Having access to cold/dry storage space (current phase II) and commercial kitchen (future social enterprise) will present new opportunities to expand and diversify our food rescue services. Besides providing a centralized hub for Aloha Harvest to aggregate, store, prepare and distribute food, other partners integrating into the space could create opportunities for increased collaboration and shared operating costs. It is our hope that fostering our network of partners by clustering activity in a food hub should lead to creating new jobs and additional services.

A food hub will also facilitate organizational resilience and sustainability through the development of social enterprise programs to ensure long-term viability which could include the following:

- Truck Rental Income – during the off-duty hours the 6 Aloha Harvest vehicles could be utilized by farmers, small distributors to transport their own goods
- Warehouse Space Temporary Rental – space for farmers and small distributors to temporarily store their fresh products
- Industrial Kitchen Use Rental – space for groups or organizations to utilize large scale kitchen for food preparation
- Healthy Meal Service – exploring the monetizing of a healthy meal subscription delivery service by prospective chefs utilizing the kitchens of the food hub

Obviously, a food hub facility poses additional costs, but also offers the opportunity to generate revenue. We will be able to balance costs by leasing portions of the building, and anticipate implementing a shared maintenance cost model, which will help with operations and raise additional unrestricted funds.

In addition, the team's efforts in Marketing and Development are expected to generate enough activity (and funds) to sustain the new positions and create additional roles as the scope and impact of the Food Resilience Hub increases.

If we are awarded the grant at a lower amount than requested, we will scale our project and operations accordingly.



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KrocCenterHawaii.org

**THE SALVATION ARMY RAY & JOAN
KROC CORPS COMMUNITY CENTER**

91-3257 Kualakai Parkway

Ewa Beach, HI 96706

Main: (808) 682-5505

Fax: (808) 682-5501

January 18, 2023

To: "Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waialae Avenue, Suite 23
Honolulu, Hawaii 96816

Re: Letter of Support

Aloha Phil,

On behalf of our team and the people that we serve, I am writing this letter of support to express our appreciation of the ongoing partnership that we have with Aloha Harvest. The work that you do provides a great benefit to our local families, businesses, and economy while reducing the effects of food waste to our environment. Especially during this time of pandemic recovery and continued economic distress, your work to help create a more equitable and less wasteful food system for Hawaii is more important than ever. We share your passion of ensuring that we are fully utilizing our limited and precious resources. We urge the State Legislature to consider Aloha Harvest for GIA funding towards their efforts in establishing a Food Resilience Hub. The increased capabilities of the hub and expanded scope of services will allow for community-wide partnership and enable your organization to effectively scale operations, expand your reach, and serve even more people in need.

Our team is excited to continue our partnership through this new program. We are in full support of your efforts to expand the reach and increase the impact of your mission. Mahalo for the good work that you do.

Sincerely,

Major Osei Stewart
Corps Officer & Hawaii State Capitol Liaison
Hawaii Kroc Corps 7 Community Center
Hawaiian and Pacific Islands Division

RECREATION | EDUCATION | CELEBRATION | INSPIRATION

General William Booth, Founder • General Brian Peddle, General • Commissioner Douglas Riley, Territorial Commander

Major Phil Lum, Divisional Commander • Major Osei Stewart, Corps Officer & Hawaii State Capitol Liaison • Major Lynn A. Stewart, Corps Officer



Kualoa-He'eia Ecumenical Youth Project

January 18, 2023

To: "Phil" Augustus Acosta
Aloha Harvest, Executive
Director 3599 Waiialae Avenue,
Suite 23 Honolulu, Hawaii
96816

Re: Letter of Support
Aloha Phil,

Board Officers

Acting President/
Vice President
Ka'anapu Jacobsen

Treasurer
Craig Shaner

Secretary
Umi Jensen

Directors

Carol Chang

Romeo Corpuz

Ku'uilei Miranda

Lihla Noori

Vanessa Stewart

Richard Vermeesch

On behalf of our team and our rural Windward community, I am writing this letter in support of our partnership with Aloha Harvest.

More specifically, we are urging the State Legislature to consider Aloha Harvest for GIA funding towards their efforts in establishing a Food Resilience Hub. The increased capabilities of the hub and expanded scope of services will allow for community-wide partnership and enable your organization to effectively scale operations, expand your reach, and serve even more people in need.

Since the pandemic, we have worked closely with Aloha Harvest to effectively and efficiently distribute meals and food supplies to our most vulnerable populations. KEY Project's long-standing presence in the rural Windward community has allowed us to seamlessly reach a large number of seniors and families with children. These food distributions occurred weekly serving 450-1000 families dependent on the food supply resources.

Through our work together, we have established an effective partnership that has been fueled by a passion to serve our community and vulnerable populations with much needed food resources. KEY Project supports your efforts to expand operations and increase the impact of your programs. Ma halo for the good work that you do to help the poor, needy, and hungry in Hawaii.

Rainbow Uli'i
Executive Director



January 18, 2023

To Whom It May Concern,

EXECUTIVE DIRECTOR
Jennine Sullivan

On behalf of The Pantry by Feeding Hawaii Together, I write in support of Aloha Harvest and their mission.

CHAIR
Greg Rice

The Pantry, by Feeding Hawaii Together, is the only e-commerce food pantry in the country operating weekly, year-round, to provide free, nutritious food to the families of Hawaii. For over 20 years, we have been serving our Oahu community with a "grocery store style" experience so customers can choose the food they want, when they need it, ultimately eliminating food waste.

PRESIDENT
Gill Beger

VICE PRESIDENT
Paul Zukunft

Hawaii is facing a hunger crisis. As of March 2021, nearly 50% of Hawaii families with children reported experiencing food insecurity. Now one of the most urgent issues facing the islands today, food insecurity has dramatically increased the past year with the pandemic. We are grateful for our partnership with Aloha Harvest, which has been working with us for many years, and provides us with fresh fruits, vegetables, dairy, and other needed items so that we might continue to source local food for our clients to select.

TREASURE
Chris Anjo

SECRETARY
Larry Kantor

We write in support of Aloha Harvest and thank them for their continued support in the community. It is only by working together that we may achieve a greater outcome.

DIRECTORS
Darren Ishimura
Peter Kang
Darrah Kauhane
Lauren Nahme
Jonathan Steiner
Steve Sue
Alan Tang
Dean Wang
Paulette Wo
Ruthann Yamanaka

Sincerely,

Jennine E. Sullivan

Jennine Sullivan
Executive Director

2522 ROSE STREET
HONOLULU, HI, 96819

808.888.0778
INFO@THEPANTRY.ORG

THEPANTRY.ORG

Hawaii Food Hub Hui
Letter of Cooperation
1/11/2023

"Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waiālae Avenue, Suite 23
Honolulu, Hawaii 96816

Aloha Phil,

On behalf of Hawaii Food Hub Hui (HFHH), I am writing this letter in support of our partnership with Aloha Harvest (AH).

Our mission is to achieve sustainable food sovereignty for Hawai'i residents via an organized, equitable and collaborative food infrastructure movement that takes bold action to improve the livelihood of small farms and local communities facing systemic injustices. Currently, the HFHH consists of 14 food hubs that support over 1,300 farmers and 200 employees. In the last 5 years, food hubs have generated over \$38 million in local food sales.

We formed the hui because we shared a common concern for family farmers and wanted to improve food access in our communities. By listening to the food hubs and farmers, HFHH helps them with fundraising to enhance the collaboration between the hubs, farmers and to fill gaps in local food infrastructure.

During the pandemic, several food hubs worked closely with Aloha Harvest to meet community needs by effectively and efficiently distributing meals and food supplies to our most vulnerable populations. The connectivity and collaborations of our hubs have transformed our communities access to our farmers, brought forth through hundreds of partnerships across the state. Through our work together, we are establishing plans for future partnerships between food hubs and AH to help solve for transportation needs for hubs while creating a sustainable revenue stream for AH.

Mahalo for the good work that you do to help the poor, needy, and hungry in Hawaii. Please contact me if you have any comments, concerns, or questions



Saleh Azizi Fardkhales, Ph.D.
Hawai'i Food Hub Hui Facilitator
(808) 383-5224 | saleh@hawaiiigoodfoodalliance.org