

Brief Description of Budget Request (continued)

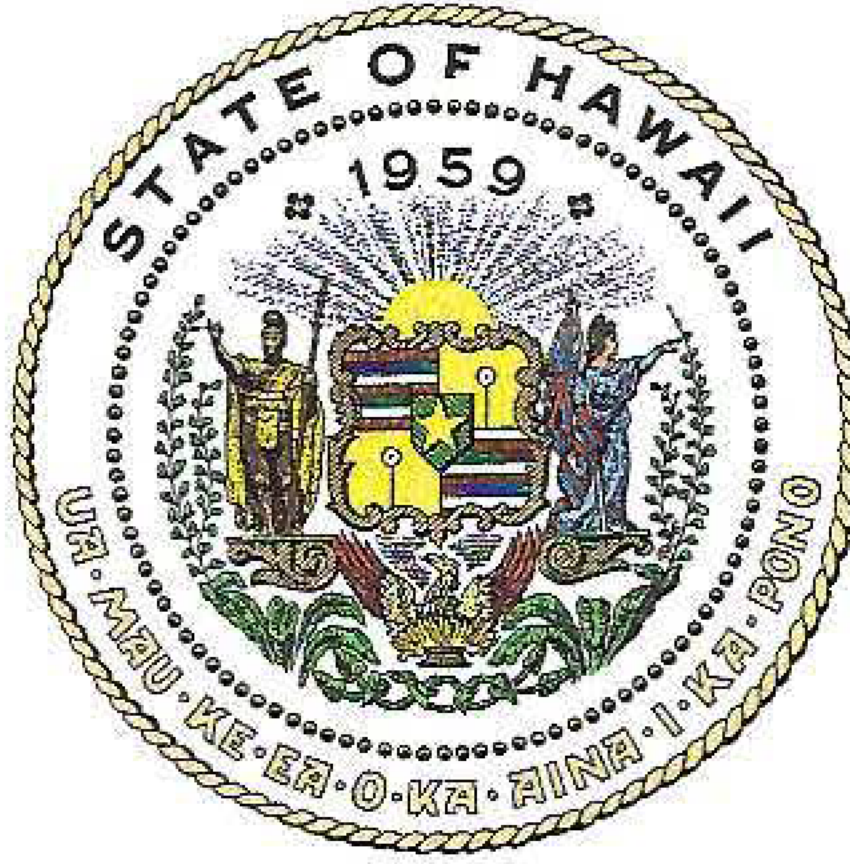
To achieve its mission, Kimokeo Foundation has a capital project goal to perpetuate the Hawaiian culture through education programs offered at Ke Ala Kūpuna Hawaiian Cultural Education Center in Māliko, Maui, Hawai'i. This will be accomplished through the following two objectives:

Objective 1: By October 2023, raise down payment and transfer title of 2.723 acres in Māliko, Maui to Kimokeo Foundation.

Objective 2: By June 30, 2024, develop a master plan for Ke Ala Kūpuna Hawaiian Cultural Education Center to serve identified public purposes.

The overall public purpose is to provide Maui's youth, their families, Hawaiian cultural practitioners and the general public a permanent location where they can actively learn about the Hawaiian culture through education programs offered at Ke Ala Kūpuna Hawaiian Cultural Education Center in Māliko, Maui.





**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

**KIMOKEO FOUNDATION**

was incorporated under the laws of Hawaii on 09/23/2015 ; 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 05, 2023

Director of Commerce and Consumer Affairs





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

The undersigned authorized representative of the applicant certifies the following:

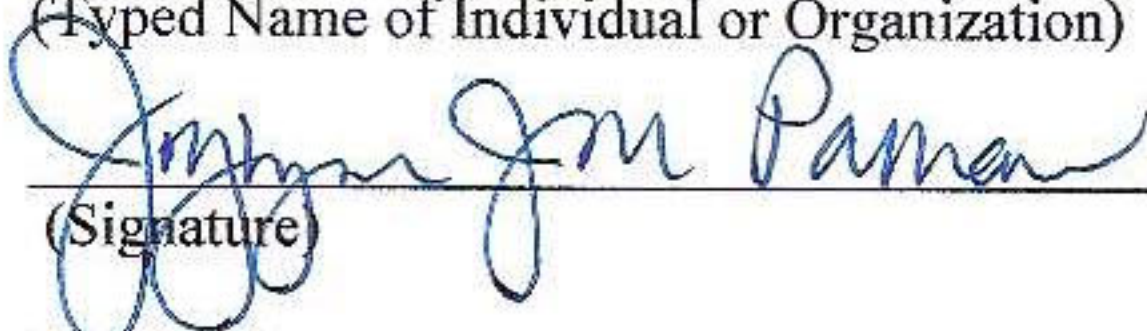
- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii Revised Statutes:
  - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide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

KIMOKEO FOUNDATION

(Typed Name of Individual or Organization)



(Signature)

January 18, 2023

(Date)

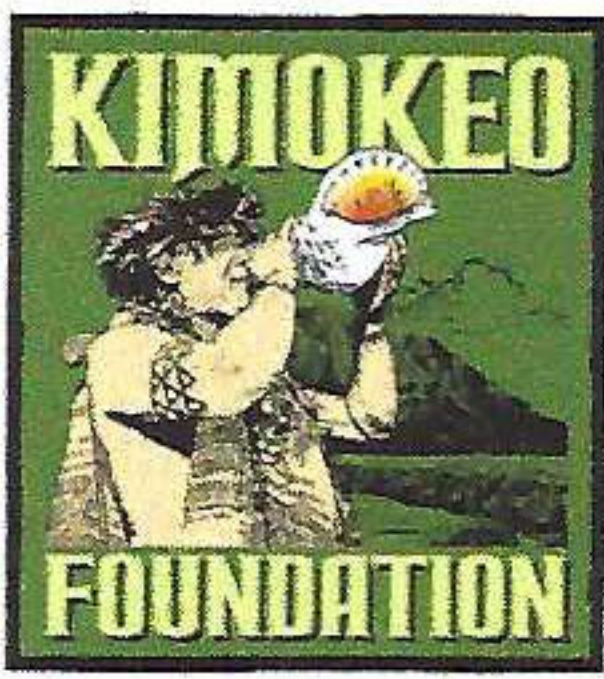
Joylynn Paman

(Typed Name)

Executive Director

(Title)





**Kimokeo Foundation**  
95 Mahalani St., Ste. #12  
Wailuku, Hawai'i 96793  
(808) 446-3030  
www.kimokeofoundation.org  
info@kimokeofoundation.org

Attachment C

**CERTIFICATION OF PUBLIC PURPOSE  
APPLICANTS FOR GRANTS PURSUANT TO  
CHAPTER 42F-102, 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 application of grants pursuant to Section 42F-102, Hawai'i Revised Statutes:

- (1) The name of the requesting organization or individual;
- (2) The public purpose for the grant;
- (3) The services to be supported by the grant;
- (4) The target group; and
- (5) The cost of the grant and the budget. [L 1997, c 190, pt of §3; am L 2014, c 96, §6]

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

Kimokeo Foundation

(Typed Name of Individual or Organization)

Joylynn J. M. Paman

(Signature)

January 18, 2023

(Date)

Joylynn J. M. Paman

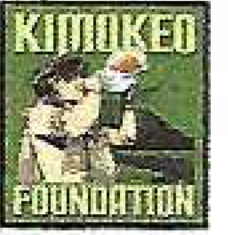
(Typed Name)

Executive Director

(Title)

*The mission of Kimokeo Foundation is to preserve and perpetuate the Native Hawaiian culture, its traditions, practices and language, Maui's environment and community's health through educational programs which benefit the people of Hawai'i.*





## 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)**

Kimokeo Foundation's Certificate of Good Standing, dated January 5, 2023 is attached as Attachment A.

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

Kimokeo Foundation's Declaration Statement is attached as Attachment B.

#### **3. Public Purpose**

Kimokeo Foundation's Public Purpose statement is attached as Attachment C.

### **II. Background and Summary**

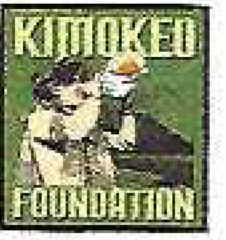
#### **1. Brief Background Description**

Founded in 2015 by Native Hawaiian Kimokeo Kapahulehua, the Kimokeo Foundation is a 501(c)(3) nonprofit organization located on Maui. Its mission is to preserve and perpetuate the Hawaiian culture, its traditions, practices, language, and Maui community's health and environment through education programs which benefit the people of Hawai'i.

To address its mission, Kimokeo Foundation has built relationships and partnerships with Maui's Hawaiian immersion community by supporting their education programs and sites in various capacities for the past seven years. Past beneficiaries include: Pūnana Leo o Maui, Nā Kula Kaiapuni o Maui, Nā Leo Kāko'o o Maui and Nā Leo Kalele. Kimokeo Foundation's most recent education partnership began in 2019 with the independent Hawaiian immersion school, Ke Kula 'o Pi'ilani. The Foundation funded Hawaiian immersion education programs, supplies, provided emergency funding in response to virtual education needs during the peak of the pandemic, and completed capital improvements to ensure the safety of their students.

In late 2021, Kimokeo Foundation shifted its focus to fulfill its own Hawaiian cultural education aspirations. This came about as the Foundation was offered an exclusive opportunity to purchase a 2.723 acre parcel of agricultural land in





Māliko, Maui for the purpose of conducting Hawaiian cultural education programs. This led to an annual lease which enabled Kimokeo Foundation to move forth with its programming and allowed time to raise funds. Since then, Kimokeo Foundation has been campaigning to raise funds for the 50% down payment (\$650,000) of the appraised current market value of \$1.3M by October 31, 2023. (Appraisal information available upon request.)

Throughout 2022, the Foundation conceptualized how the property could be best used for the stated purpose and began formulating the basic framework of Ke Ala Kūpuna Hawaiian Cultural Education Center. The Foundation also offered an out-of-school Hawaiian cultural education program for 51 youth as they learned cultural practices from authentic Hawaiian cultural practitioners and the programming was instructed in the Hawaiian language. It also housed Hawaiian cultural practitioners from outer islands on a monthly basis to enable them to conduct their practices with Maui's Hawaiian communities and provided valuable cultural resources for local hālau for their cultural practices.

With the acquisition of this property, Kimokeo Foundation will have sole ownership of the fee simple property. The Foundation will then be able to develop a long-term master plan and expand its education programs to include a variety of learning opportunities such as Hawaiian cultural practitioner workshops, environmental education classes, and Hawaiian cultural resources which can be utilized by practitioners and the greater Maui community.

## **2. Goals and Objectives**

This request aims at fulfilling Kimokeo Foundation's vision of a lasting legacy where the Native Hawaiian culture, language, people and environment are preserved and perpetuated for generations.

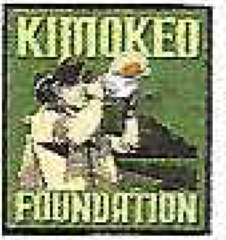
The overall goal is to perpetuate the Hawaiian culture through education programs offered at Ke Ala Kūpuna Hawaiian Cultural Education Center in Māliko, Maui, Hawai'i.

This goal will be fulfilled by successfully achieving the following objectives:

Objective 1: By October 2023, raise down payment (\$650,000) and transfer title of 2.723 acres in Māliko, Maui (1995 Hāna Highway, Ha`ikū, HI 96708, TMK: (2)2-5-004-029-0000) to Kimokeo Foundation.

Objective 2: By June 30, 2024, develop a master plan for Ke Ala Kūpuna Hawaiian Cultural Education Center to serve identified public purposes.





### 3. Public Purpose and Need

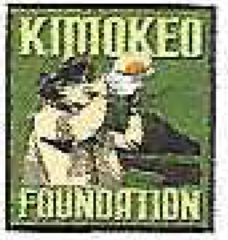
The overall public purpose is to provide Maui’s youth, their families, Hawaiian cultural practitioners and the general public a permanent location where they can actively learn about the Hawaiian culture through education programs offered at Ke Ala Kūpuna Hawaiian Cultural Education Center in Māliko, Maui.

*Nā Honua Maui Ola: Hawai‘i Guidelines for Culturally Healthy and Responsive Learning Environments* is a community resource, developed by Hawaiian cultural educators and leaders in 2002, which provides guidelines to examine, address and respond to the educational and cultural well-being of learners and community needs. These cultural guidelines were developed with the belief that continued learning and practicing of the Hawaiian language and culture is foundational in nurturing culturally healthy and responsive individuals and contributes to the growth and harmony of the community.

Kimokeo Foundation blends its mission with Nā Honua Maui Ola and uses it as a cultural resource to guide its education programming and needs. The following chart identifies Nā Honua Maui Ola’s guidelines for communities and how Kimokeo Foundation plans to integrate the guidelines into its capital project for public purposes.

Nā Honua Maui Ola Guideline	Public Purpose
Incorporate cultural traditions, language, history, and values in meaningful holistic processes to nourish the emotional, physical, mental/intellectual, social, and spiritual well-being of the learning community that promote healthy <i>mauli</i> and <i>mana</i> (spirituality).	Ke Ala Kūpuna recognizes that children are our future and assists in ensuring that every child grows up secure and confident in who they are
Maintain practices that perpetuate Hawaiian heritage, traditions, and language to nurture one’s <i>mauli</i> and perpetuate the success of the whole learning community.	Ke Ala Kūpuna provides opportunities for the community to acquire and practice cultural traditions
Instill a desire for lifelong exploration of learning, teaching, leading and reflecting to pursue standards of quality and excellence.	Ke Ala Kūpuna: <ul style="list-style-type: none"> <li>• Supports a wide variety of cultural learning activities</li> <li>• Encourages and supports mentor and master apprenticeship opportunities</li> <li>• Provides a private location to gather and resources to practice cultural learning activities</li> </ul>

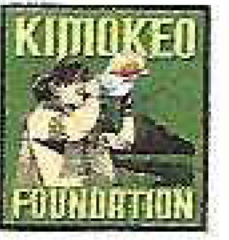




Nā Honua Maui Ola Guideline	Public Purpose
Provide safe and supportive places to nurture the physical, mental/ intellectual, social, emotional, and spiritual health of the total community.	Kimoqueo Foundation takes an active role in education, especially in providing cultural workshops and community mentoring programs. Ke Ala Kūpuna encourages a sense of mālama (to care for) by providing a place for community interaction and activities.
Foster understanding that culture and tradition, as constantly evolving systems, are grounded in the knowledge of the past to address the present and future.	Ke Ala Kūpuna: <ul style="list-style-type: none"> <li>• Promotes the use of cultural and traditional knowledge to preserve and protect the environment, history, resources, and places</li> <li>• Provides a venue to practice traditions</li> <li>• Promotes initiatives to increase the cultural knowledge and skills of the general public</li> </ul>
Engage in Hawaiian language opportunities to increase language proficiency and effective communication skills in a variety of contexts and learning situations.	Ke Ala Kūpuna: <ul style="list-style-type: none"> <li>• Takes an active role in formulating and promoting ways to perpetuate Hawaiian language usage</li> <li>• Supports, assists, and encourages the development of Hawaiian language programs and Hawaiian speaking environments</li> <li>• Reinforces the importance and use of Hawaiian language in community and organizational practices for contemporary ties</li> </ul>
Plan for meaningful learner outcomes that foster the relationship and interaction among people, time, space, places, and natural elements around them to enhance one's ability to maintain a "local" disposition with global understandings.	Ke Ala Kūpuna: <ul style="list-style-type: none"> <li>• Conducts activities that practice conservation and revitalization of the environment</li> <li>• Reinforces a sense of identity and belonging for community members</li> <li>• Provides opportunities to learn and actively participate in cultural activities that mālama natural resources</li> </ul>

The purchase of the Māliko property serves the public purposes listed above, the public's needs and is integral to programs offered by Kimoqueo Foundation. It is currently a leased property that has restrictions and limits the Foundation's ability to expand its education programs. The purchase of this land will allow unlimited access to the entire property and the ability to make necessary capital renovations and improvements. This purchase will secure Ke Ala Kūpuna's legacy as a cultural center for the Hawaiian people and general public beyond an annual leased timeframe and is essential to Kimoqueo Foundation's ability to serve the community, expand its programs, and fulfill its mission and its integration of Nā Honua Maui Ola community guidelines.





#### 4. Target Population Description

Kimokeo Foundation has tiered target populations who will be served in phases as determined in the master plan document. In order *to perpetuate the Hawaiian culture*, the nonprofit's primary target will be youth (ages 6 to 17) and their families, particularly youth who are in the Kula Kaiapuni o Maui system and are fluent in Hawaiian. In the 2021-2022 school year, Kula Kaiapuni intermediate and high school enrollment in the Baldwin-Kekaulike-Kūlanihāko'i complex area was 185 with approximately another 275 immersion students in the elementary level. The Foundation plans to target the first phase of education opportunities to these students and their families (as evidenced in programming hosted in 2022).

The second target audience are Hawaiian cultural practitioners. This group addresses Kimokeo Foundation's desire *to preserve the Hawaiian culture*. Ke Ala Kūpuna has already been successful with hosting practitioners throughout 2022. This space will continue to provide a venue for practitioners to actively conduct their practices, engage with their students and provide natural cultural resource materials. Examples of practitioners are hula hālau, lei makers, hala weavers, kapa makers, Hawaiian hale builders, feather makers, etc.

The final target population is Maui's general public and visitor industry. According to the Maui County Data Book (2020), Maui's population was 144,444. State of Hawai'i's Dept. of Business, Economic Development & Tourism reported that 228,803 visitors arrived on Maui in November 2022. These populations are extremely large and Kimokeo Foundation plans to target a small portion of them through in-person Hawaiian and environmental classes and tours offered in the future (as guided by the master plan) at Ke Ala Kūpuna. Kimokeo Foundation will be able to make a larger impact on this large community by taking its programming directly into the community and offer learning experiences at satellite locations on Maui. The majority will also be served through outreach education programs such as online videos, social media posts, websites, Hawaiian word of the day subscriptions, online audio books, etc.

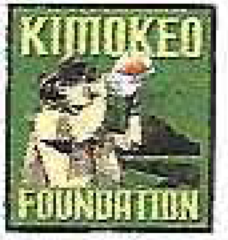
#### 5. Geographic Coverage

The property to be purchased is located at 1995 Hāna Hwy, Ha'ikū, HI 96708. Its TMK is (2) 2-5-004-029-0000. The 2.723 acre parcel is situated on the island of Maui, within the moku of Hāmākuāloa, along the ma kai section of the ahupua'a of Ha'ikū. It is in State Senatorial District 7 and State House of Representatives District 13.



TMK is (2) 2-5-004-029-0000





### **III. Service Summary and Outcomes**

#### **1. Scope of Work, Tasks and Responsibilities Description**

Goal: To perpetuate the Hawaiian culture through education programs offered at Ke Ala Kūpuna Hawaiian Cultural Education Center in Māliko, Maui, Hawai'i

Objective 1: By October 2023, raise down payment (\$650,000) and transfer title of 2.723 acres in Māliko, Maui (1995 Hāna Highway, Ha`ikū, HI 96708, TMK: (2)2-5-004-029-0000) to Kimokeo Foundation.

Kimokeo Foundation's Board President, Executive Director and Land Acquisition Team will work together to complete the purchase of the property in Māliko. In 2021, Kimokeo Foundation began the process of purchasing the property. The Land Acquisition Team was established and a \$50,000 contribution toward the down payment was raised and put into escrow in 2022. This group will continue to work diligently with the current land owner and his real estate agent to carry out the transaction and submit the remaining down payment amount. Once the down payment of \$650,000 is in escrow, the landowner has agreed to turn the title over to Kimokeo Foundation and be the bank for Kimokeo Foundation over the period of twelve to fifteen years, allowing the nonprofit to raise the remaining 50% of the real estate's market value (see Attachment D for letter of support).

Objective 2: By June 30, 2024, develop a master plan for Ke Ala Kūpuna Hawaiian Cultural Education Center to serve identified public purposes.

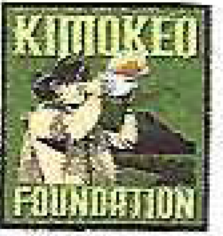
The Executive Director will hire and work directly with a Master Plan Consultant to develop a master plan for Ke Ala Kūpuna Hawaiian Cultural Education Center. The master plan will serve as a dynamic long-term planning document that provides a framework for future growth. It will be a roadmap guiding the development of the property and include information such as:

- Results of focus group meetings
- Goals, objectives, activities, measures of success
- Financial plan for sustainability
- Timeline of activities
- Identification of community resources
- Additional materials determined by Master Plan Consultant

Based upon past usage of the land in 2022 and Kimokeo Foundation's current vision for education, the nonprofit aims to have the master plan further define use of the property for public purposes such as:

- Provide private indoor and outdoor learning spaces for a variety of Kimokeo Foundation's mission-driven education programs which preserve and perpetuate Hawaiian cultural history, traditions, practices and language



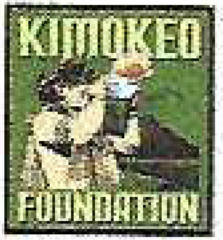


- Provide Hawaiian cultural practitioners and their members access to a private space for gathering, celebrating, learning and practicing the unique history, language, and culture of Hawai'i
- Provide a Hawaiian landscape for environmental education and Hawaiian cultural plant resources for use by practitioners and the general community
- Additional needs identified through the master plan process

## 2. Projected Annual Timeline

Goal: To perpetuate the Hawaiian culture through education programs offered at Ke Ala Kūpuna Hawaiian Cultural Education Center in Māliko, Maui, Hawai'i		
Timeline	Objective 1: By October 2023, raise down payment (\$650,000) and transfer title of 2.723 acres in Māliko, Maui (1995 Hāna Highway, Ha'ikū, HI 96708, TMK: (2)2-5-004-029-0000) to Kimokeo Foundation.	Objective 2: By June 30, 2024, develop a master plan for Ke Ala Kūpuna Hawaiian Cultural Education Center to serve identified public purposes.
<b>Quarter 1</b> (July-Sept. 2023)	Grant-In-Aid and additional campaign funding received from State Legislature and other funders  Real estate sales transaction moves forth by Land Acquisition Team	Grant-In-Aid and additional campaign funding received from State Legislature and other funders  Design master planning project <ul style="list-style-type: none"> <li>• Executive Director recruits and hires Master Plan Consultant</li> <li>• Master Plan Consultant defines planning process</li> </ul>
<b>Quarter 2</b> (Oct.-Dec. 2023)	Down payment transaction completed and property title transferred to Kimokeo Foundation	Master Plan Consultant implements master planning project <ul style="list-style-type: none"> <li>• Gather and analyze data</li> <li>• Host stakeholder meetings</li> </ul>
<b>Quarter 3</b> (Jan.-Mar. 2024)		Draft master plan completed  Review and comment period
<b>Quarter 4</b> (Apr.-June 2024)		Final master plan completed
<b>Future</b>	<i>Assess and complete upgrades and renovations to property based upon master plan recommendations</i>	<i>Implement, track and manage progress of master plan</i>





### 3. Quality Assurance and Evaluation Plan

In 2019, Kimokeo Foundation secured a Land Acquisition Team comprised of successful professionals who have extensive experience in completing real estate transactions. This team of professionals (two real estate agents and an attorney) assures that the transfer of title is completed efficiently and accurately.

Fidelity National Title & Escrow of Hawai'i, Inc. is being used to facilitate the sale, manage escrow and evaluate the transaction. By using this third neutral party who is an expert in real estate closing procedures and the issuance of title insurance, Fidelity National Title will provide technical experience and knowledge and will keep track of all the transaction details to assure accurate closing of the sale. Also, the market value of the property was assessed in June 2022 by a contracted appraiser. The final determination of the value of the sale was compared to the market value listed in the appraisal report.

The Board President and Executive Director will monitor the progress of the transaction and will improve the Land Acquisition Team's results by participating in meetings and being readily available to assist as needed.

For the master plan, quality assurance will be achieved by hiring a professional consultant who is experienced in master plan development. The Executive Director will work closely with the Consultant and monitor progress to ensure that the Consultant's actions and timeline are in accordance to the proposed project's scope of work and timeline. The Executive Director will schedule monthly meetings with the Consultant to monitor progress and make adjustments, improvements and/or to assist the Consultant with resources to successfully fulfill the development of the master plan.

### 4. Measures of Effectiveness

Objective	Performance Indicator	Measures of Effectiveness
<u>Objective 1:</u> By October 2023, raise down payment (\$650,000) and transfer title of 2.723 acres in Māliko, Maui (1995 Hāna Highway, Ha`ikū, HI 96708, TMK: (2)2-5-004-029-0000) to Kimokeo Foundation.	Dollar amount raised for down payment  Title transfer document	\$650,000 placed into escrow  Certified title transfer document to Kimokeo Foundation
<u>Objective 2:</u> By June 30, 2024, develop a master plan for Ke Ala Kūpuna Hawaiian Cultural Education Center to serve identified public purposes.	# of hired staff for Mater Plan Consultant position Master Plan design timeline # of Master Plan documents completed	One Master Plan Consultant is hired Master Plan development on track with timeline Master Plan printed





## **IV. Financial**

### **Budget**

#### **1. Budget Forms**

Please refer to the following completed budget form attachments:

- a. Budget Attachment A: Budget Request by Source of Funds
- b. Budget Attachment B: Personnel Salaries and Wages
- c. Budget Attachment C: Equipment and Motor Vehicles
- d. Budget Attachment D: Capital Project Details
- e. Budget Attachment E: Government Contracts, Grants, and Grants in Aid

#### **2. Anticipated Quarterly Funding Requests for Fiscal Year 2024**

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$515,000	\$15,000	\$15,000	\$5,000	\$550,000

#### **3. List of All Other Sources of Funding in Fiscal Year 2024**

- Strong Foundation = \$100,000
- Property Income = \$28,800
- Private Donors & Pledges = \$30,000

#### **4. List of All State and Federal Tax Credits Granted Within the Prior Three Years**

Kimokeo Foundation has not been granted nor plans to apply for any state and federal tax credits within the prior three years or in the future.

#### **5. List of All Government Contracts, Grants, and Grants in Aid Granted within the Prior Three Years or Receiving for Fiscal Year 2024**

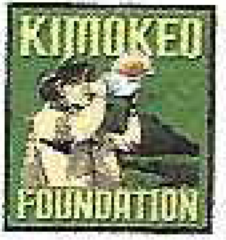
No government funding has been awarded in the prior three years for *capital* funding. The following lists government funding received for *program* funding only.

Funder	Type	Purpose	Amount	Time
Hawai'i Tourism Authority	State	Program	\$50,000	FY2022
National Endowment for the Humanities	Federal	Program	\$50,000	FY2022

#### **6. Balance of Unrestricted Current Assets**

Unrestricted current assets as of December 31, 2022 was \$77,656.74





## **V. Experience and Capability**

### **1. Necessary Skills and Experience**

#### *Necessary Skills and Experience*

For the first project objective, Kimokeo Foundation has worked with a Land Acquisition Team since 2019 to carry out the detailed process of purchasing the property. The professional team consists of two local Maui realtors from Sotheby's International Realty and a local attorney at law.

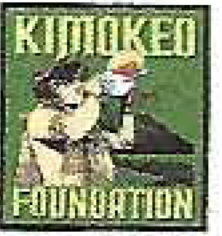
Ms. Wendy Rice Peterson is an award-winning realtor and was the most productive realtor for Island Sotheby's International Realty in 2016, has been noted to be a part of the top 3 percent of realtors on Maui and has been in the Top 100 Realtors in the state several times. She is a local Maui girl who has been in the real estate industry for over 17 years. Her task for real estate sale management is shared with realtor, Mr. Jamie Woodburn. Mr. Woodburn specializes in the Upcountry Maui market but is equally well acquainted and adept at representing the entire island of Maui. He is a reputable and reliable source capable of assisting buyers in determining which part of Maui will best meet their personal needs and preferences.

Attorney Keri C. Mehling, LLC has engaged in complex litigation, real estate and business transactions for the past twenty years in Hawai'i representing business owners, associations, developers, and sellers and buyers of commercial and residential properties. Having started her legal career doing only litigation, Attorney Mehling offers a unique perspective in handling both business creation and buy or sell transactions involving entities, assets, and real property. Attorney Mehling has successfully completed many multi-million dollar transactions involving businesses, restaurants, commercial properties, and high-end residences. She also acts as general counsel for many condominium and community association clients, assisting boards and property managers with compliance, contract review and preparation for board and annual meetings.

All members of the Land Acquisition Team are long-time friends of Kimokeo Foundation's President who will provide honest feedback and are committed to looking after Kimokeo Foundation's best interests throughout the purchase process.

For the second objective, a Master Plan Consultant will be hired to spearhead the master plan development process. Desired qualities of the Consultant include: prior experience as a master planner, a college degree, excellent interpersonal and communication skills, knowledge of local demographics and abilities to problem-solve and interpret relevant data. The Consultant's tasks will include: assessing Kimokeo Foundation's goals, hosting focus group meetings, reporting and meeting regularly with the Executive Director and Board of Directors and composing and completing a final master plan document.





### *Verifiable Experience*

Below is verifiable experience of related projects or contracts for the most recent three years that are pertinent to this request.

Company	Fidelity National Title & Escrow of Hawaii, Inc.
Type	Escrow Account
ID Number	72105219-WG
Timeframe	2021 to Present

Company	Mojgan Scheidler, LLC, Appraiser
Type	Appraisal Report
ID Number	File # Haiku-Hana-1995
Timeframe	June 2002

## **2. Facilities**

The proposed capital purchase is 2.723 acres located in Māliko, Maui, Hawai'i at 1995 Hāna Highway, Ha`ikū, HI 96708 (Photo 1). The TMK number is (2) 2-5-004-029-0000. A majority of the property is used for agricultural purposes with a large ti leaf farm, man-made pond and various Hawaiian and edible plants planted throughout the property (Photos 2 to 4). The main building (Photo 5) is a residential three bedroom home (1,116 sq. ft.) with a kitchen, 1.5 baths and the current residence of the Property Manager. The farm building (Photo 6) which also serves as classroom space (944 sq. ft.) has two storage rooms and two full size bathrooms with covered patio areas. A storage shed (210 sq. ft.) is located at the back of the property with two small storage rooms and hand wash station.

A well was installed in summer 2019 and a professional water quality report was completed in fall 2022 stating the quality of the water is potable. A large water tank serves as a backup water catchment system. A septic sewer system is also present.

In June 2022, a professional appraisal was completed, verifying the real market value of the property. The sale is private, fee simple, and Kimoqueo Foundation, with leadership from its Land Acquisition Team, has done its due diligence by completing a site inspection and receiving confirmation that the property has a clear title. A dirt driveway provides access throughout the property and is used as an easement by neighbors located ma uka of the property.



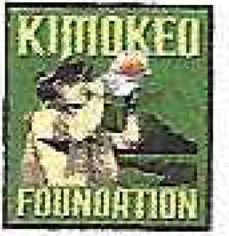


Photo 1. Aerial and general property boundaries.



Photo 2. Ti leaf farm with 14,000 ti plants.



Photo 3. Pond and surrounding vegetation.



Photo 4. Mature Hawaiian trees on property.

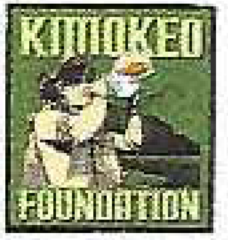


Photo 5. Property Manager's residence.



Photo 6. Farm building and classroom space.





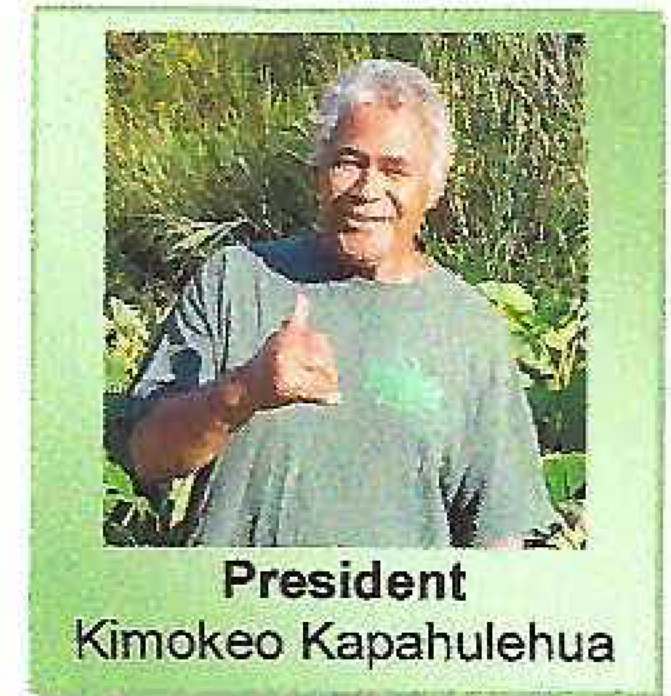
## **VI. Personnel: Project Organization and Staffing**

### **1. Proposed Staffing, Staff Qualifications, Supervision and Training**

The proposed capital project will be overseen by Kimokeo Foundation's President and will be regularly managed by the Executive Director. The President and Executive Director will work together with the contracted Land Acquisition Team, consisting of two realtors and an attorney, to successfully carry out this project. The Executive Director will also spearhead and work directly with the Master Plan Consultant throughout the master plan process.

**President: Mr. Kimokeo Kapahulehua**

As Board President, Mr. Kapahulehua has a responsibility to oversee the direction of Kimokeo Foundation. He is the nonprofit's founder and has provided the vision for what Kimokeo Foundation has evolved into today, seven years after its incorporation in 2015. He has been the key factor in Kimokeo Foundation receiving this unique exclusive opportunity to make this capital purchase because of his close relationship with the current landowners who have extreme admiration and confidence in his abilities to perpetuate the Hawaiian culture through educating Maui's next generation. Mr. Kapahulehua has numerous personal and professional experiences working with members of the Land Acquisition Team who have become close confidants and offer their honest expert opinions and guidance in professional matters such as this.



**Executive Director: Mrs. Joylynn Paman**

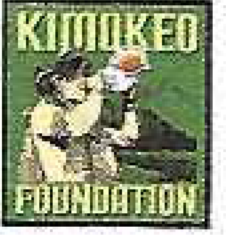
The Executive Director, Mrs. Joylynn Paman, began with Kimokeo Foundation in 2015 as a board member and has served this staff role since September 2019. She has been involved with several Maui nonprofits since 1998, has served on various Hawaiian boards and is a leader in Maui's Hawaiian immersion community.

As Executive Director, she is the key management leader of Kimokeo Foundation. She is responsible for overseeing the daily operations, programs, grant and fiscal management, fundraising, marketing, donor recruitment and community outreach. Her position reports directly to the Board of Directors. Her role in the proposed capital project will be to assist the President and provide information to the Land Acquisition Team for the transaction to go through. She will also be responsible for safeguarding sensitive legal documents.



In addition, the Executive Director will work directly with the Master Plan Consultant to oversee the tasks for the development of the master plan. She has experience in creating a master plan for a previous nonprofit organization that she was employed at. This master plan process included research, consultation with stakeholders, design, composing and presenting the final master plan. That plan is now being carried through by that nonprofit organization.





**2. Organization Chart**

Kimokeo Foundation's Organization Chart can be found at Attachment E.

**3. Compensation**

Executive Director annual compensation is \$72,000.

No other compensations are distributed.

**VII. Other**

**1. Litigation**

Kimokeo Foundation does not have any current or pending litigation.

**2. Licensure or Accreditation**

No licensure or accreditation is necessary for this capital request.

**3. Private Educational Institutions**

As defined in Article X, Section 1, of the State Constitution, Kimokeo Foundation is not considered a private educational institution. Therefore, Question VII.3 is not applicable.

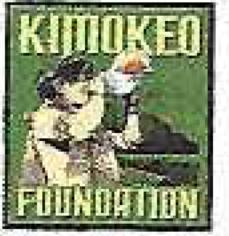
**4. Future Sustainability Plan**

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.

As a Native Hawaiian led nonprofit organization, there is priceless value in being able to achieve Kimokeo Foundation's vision of a lasting legacy where the Native Hawaiian culture, language, people and environment are preserved and perpetuated for generations. What grounds Hawai'i's unique culture and people together is 'āina - the land that feeds.





By receiving the proposed capital request, this will greatly propel Kimokeo Foundation's position to secure the site permanently, enable the Foundation to plan its future through master planning and thus, ensure the implementation of educational programming at Ke Ala Kūpuna Hawaiian Cultural Education Center.

The current plan for financially sustaining the property after fiscal year 2023-24 is through revenue generated from renting the property for facility use, ti leaf farm income (historically has generated at least \$3,000 monthly), private donations and program income.

Kimokeo Foundation will be grateful for any financial support from the State Legislature. If Kimokeo Foundation receives the full request of \$550,000, it will not need to seek further funding from the State Legislature for this *specific* purpose of down payment and master planning. It will raise the remaining down payment via previously identified sources (application section IV. Financial #3). Although these sources are pending, based upon direct conversations with donors and private foundations, the Foundation is confident that these sources are 85% to 90% approved and will become secured funding in fiscal year 2024. However, if only a partial amount of the request is funded, then Kimokeo Foundation will seek larger funding sources at a more aggressive level.

If State Legislature funding is not received in the future, then additional donations, grants, facility rental income and revenue generated by the ti leaf farm will provide steady income over time ensuring financial sustainability.

If Kimokeo Foundation does not reach its goal by October 31<sup>st</sup>, then the entity will need to renegotiate with the landowners and ask for an extension to the down payment deadline. It will also request a continuation of the annual lease and/or lengthen the timeframe of the lease so that the organization can continue its education programming and continue to care for the property as has been done in the last year.

Sustainability will further be defined through the master plan process and final document. Based upon the financial position of when the Foundation will begin the master plan process in quarter 2 of fiscal year 2024, this document will guide the Foundation in the direction of addressing its financial sustainability needs. The master plan is a key component in setting short-term and long-term goals for Ke Ala Kūpuna Hawaiian Cultural Education Center and its success.



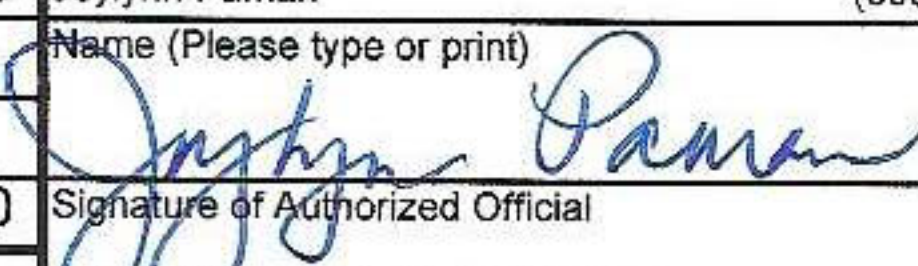


Budget Attachment A

**BUDGET REQUEST BY SOURCE OF FUNDS**

Period: July 1, 2023 to June 30, 2024

Applicant: KIMOKEO FOUNDATION

<b>BUDGET CATEGORIES</b>	<b>Total State Funds Requested (a)</b>	<b>Total Federal Funds Requested (b)</b>	<b>Total County Funds Requested (c)</b>	<b>Total Private/Other Funds Requested (d)</b>
<b>A. PERSONNEL COST</b>				
1. Salaries	18,000			
2. Payroll Taxes & Assessments	1,919			
3. Fringe Benefits	0			
<b>TOTAL PERSONNEL COST</b>	<b>19,919</b>			
<b>B. OTHER CURRENT EXPENSES</b>				
1. Airfare, Inter-Island				
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies				
7. Telecommunication				
8. Utilities				
9. Master Plan Contractor	30,000			
10 Master Plan Printing	81			
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<b>TOTAL OTHER CURRENT EXPENSES</b>	<b>30,081</b>			
<b>C. EQUIPMENT PURCHASES</b>				
<b>D. MOTOR VEHICLE PURCHASES</b>				
<b>E. CAPITAL</b>	<b>500,000</b>			<b>158,800</b>
<b>TOTAL (A+B+C+D+E)</b>	<b>550,000</b>			<b>158,800</b>
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	550,000	Joylynn Paman	(808) 446-3030	
(b) Total Federal Funds Requested		Name (Please type or print)	Phone	
(c) Total County Funds Requested			January 18, 2023	
(d) Total Private/Other Funds Requested	158,800	Signature of Authorized Official	Date	
<b>TOTAL BUDGET</b>	<b>708,800</b>	Joylynn Paman, Executive Director	Name and Title (Please type or print)	







Budget Attachment C **BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES**

Period: July 1, 2023 to June 30, 2024

Applicant: KIMOKEO FOUNDATION

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

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



**BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS**

Period: July 1, 2023 to June 30, 2024

Applicant: KIMOKEO FOUNDATION

<b>FUNDING AMOUNT REQUESTED</b>						
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: 2021-2022	FY: 2022-2023	FY:2023-2024	FY:2023-2024	FY:2024-2025	FY:2025-2026
PLANS						
LAND ACQUISITION	\$ 30,000	\$ 20,000	\$ 550,000	\$ 158,800	\$ 50,000	\$ 50,000
DESIGN						
CONSTRUCTION						
EQUIPMENT						
<b>TOTAL:</b>	<b>\$ 30,000</b>	<b>\$ 20,000</b>	<b>\$ 550,000</b>	<b>\$ 158,800</b>	<b>\$ 50,000</b>	<b>\$ 50,000</b>
<p><b>JUSTIFICATION/COMMENTS:</b> Kimokeo Foundation has previously invested and secured \$50K in escrow. \$550K is being requested from the State for the purchase down payment, master plan and staff to carry out project. \$158,800 is being requested in 2023 from a private foundation, donors and rental income which will support the down payment and closing costs. The remaining balance of \$650K will be paid over the period of 12 to 15 years at an estimated cost of \$50K per year, including interest.</p>						



Budget Attachment E

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: KIMOKEO FOUNDATION

Contracts Total: 100,000

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	Hawai'i Tourism Authority - Program Funding	1/1/22 - 3/31/23	HTA	State	50,000
2	National Endowment for the Humanities - Program Funding	3/1/22 - 2/28/23	Association of Tribal Archives, Libraries and Museums	U.S. Federal	50,000
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## Attachment D

Jan. 12, 2023

Mr. Kimokeo Kapahulehua  
Kimokeo Foundation President  
95 Mahalani St., Ste. #12  
Wailuku, Hawai'i 96793

RE: Letter of Support for Kimokeo Foundation's Capital Request to the Hawai'i State Legislature's Grant-in-Aid Program

Aloha Mr. Kapahulehua,

It is with great pleasure that I submit this letter stating strong support, on behalf of my wife and I, in favor of Kimokeo Foundation's capital request to the Hawai'i State Legislature's Grant-in-Aid Program to acquire partial funding for the purchase of 1995 Hāna Highway, Ha'ikū, Hawai'i 96708.

As the current owners, my wife and I have enjoyed the property for over twenty years. We have farmed numerous crops on the 2.7 acre property and our company, Māliko Ti, has been profitable with the site's ti leaf farm comprised of 14,000 ti plants which I helped plant. We have also maintained the modest residential dwelling, ti leaf packing building and storage area throughout this time. The property has been a great asset for our family and we are now at a point where we are looking forward to putting our resources toward personal family goals and would like to see the land returned to Native Hawaiians who can use it for a purpose that has a lasting impact.

We welcomed a new partnership with the Kimokeo Foundation which was formalized on November 1, 2021 when your organization became a lessee of the property. It was our hope that this would provide an opportunity for your non-profit to become familiar with the property and begin implementing Hawaiian cultural education programs. We are pleased to see what your programs have accomplished thus far with Hawaiian-speaking youth and Hawaiian cultural practitioners. It was also a partnership formed to offer time for your organization to raise funds to purchase the property from Laura and I.

Laura and I would like to continue to participate in the ongoing success of the property and we would like to help with financing the property as we own it free and clear. We share similar goals with the Kimokeo Foundation and would like to have an owner that loves and appreciates the property the same way we do. When we purchased the property, the house was falling down, the entire lot was covered with junk cars, appliances and rubbish. We made it live and breath again and it become a very productive farm. Putting the property ownership back into Hawaiian hands completes a full circle cycle for this property. It now has a large capacity water well which will allow the farm to continue, since the spring has dried up that fed the property for over



100 years. With Laura and I acting as the bank, we will continue to receive principal and interest income for a period of time which will act as part of our retirement income, and will also reduce the amount of cash required to transfer ownership to the Kimokeo Foundation.

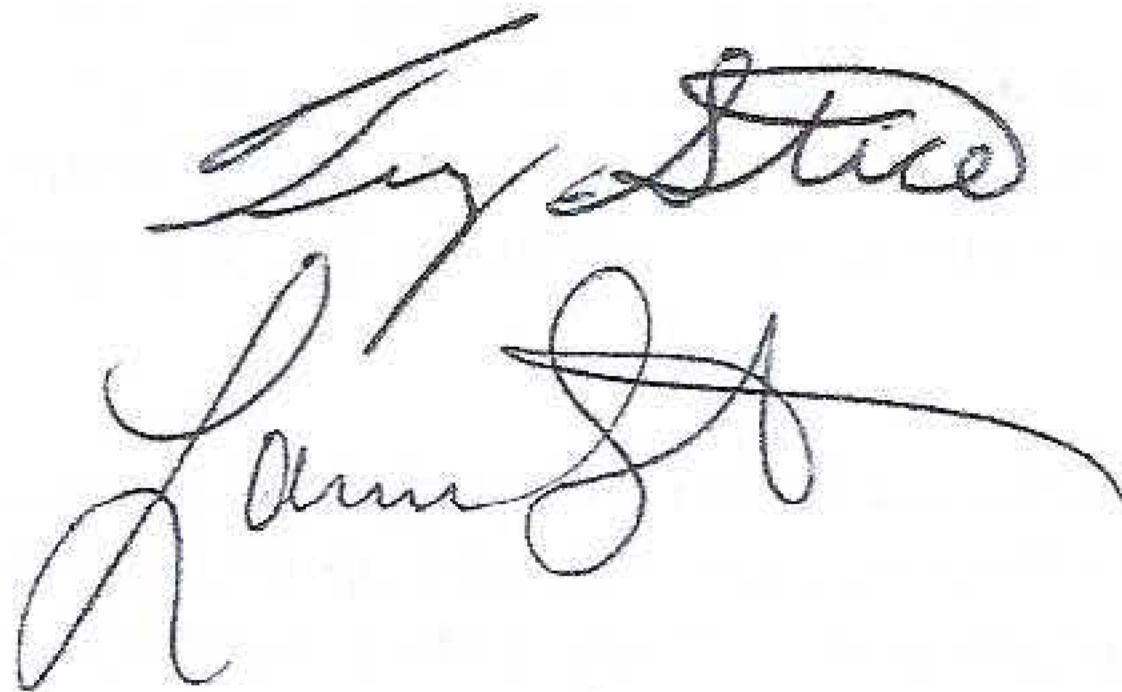
We feel this property belongs to the Hawaiian people, not outside investors who have no comprehension of how special this property is. This property is the keystone to the entire valley and will allow a start to the revival of the Hawaiian culture that belongs in Maliko.

We are in strong support of your application to the State Legislature, not only because it will enable us to transfer the property to the Kimokeo Foundation and move forth with our family's personal goals, but because it will serve a greater purpose which aligns with my family's vision and Kimokeo Foundation's mission to perpetuate the Hawaiian culture through education.

We currently extend this exclusive land purchase opportunity to the Kimokeo Foundation till October 31, 2023. If funding is not obtained by this date, then it may be necessary for us to end our lease agreement with the Kimokeo Foundation to enable my family to sell the property to outsiders in order for us to obtain funds for our personal family goals. It is our strong preference that Kimokeo Foundation purchase the property from us. We urge the State Legislature to join us and help contribute toward this cause which can have a lasting impact for the Hawaiian people through the good work of the Kimokeo Foundation.

Sincerely,

Tracy Stice

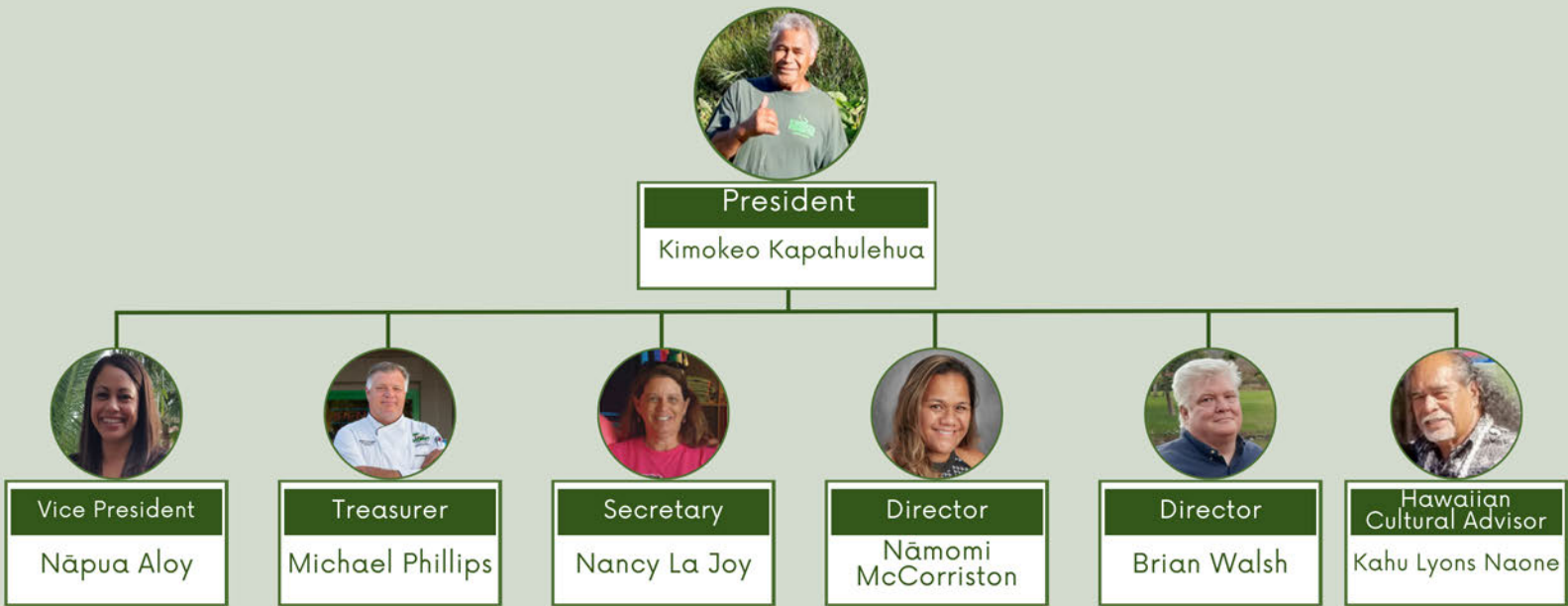
The image shows two handwritten signatures in cursive. The top signature is 'Tracy Stice' and the bottom signature is 'Laura Stice'. Both signatures are written in black ink and are positioned to the right of the typed name 'Tracy Stice'.



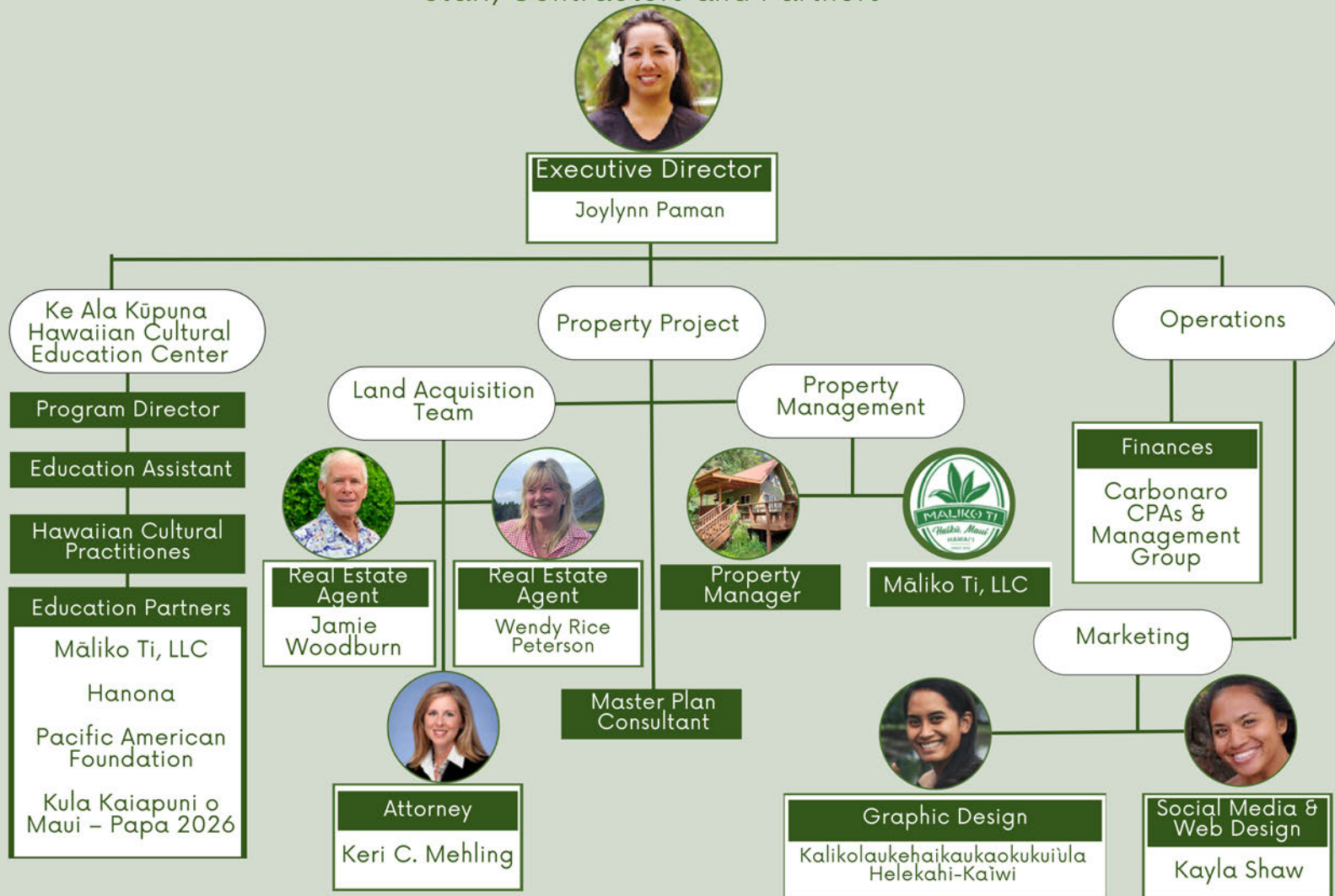
# Kimokeo Foundation

## Attachment E Organization Chart

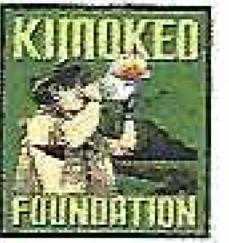
### Board of Directors



### Staff, Contractors and Partners







## 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

A handwritten signature in blue ink that reads 'Joylyn Pama'.

AUTHORIZED SIGNATURE

EXECUTIVE DIRECTOR

PRINT NAME AND TITLE

JANUARY 18, 2023

DATE