

**THE THIRTIETH LEGISLATURE
APPLICATION FOR GRANTS
CHAPTER 42F, HAWAII REVISED STATUTES**

Type of Grant Request:

Operating Capital

Legal Name of Requesting Organization or Individual: Db a:

Native Hawaiian Chamber of Commerce

Amount of State Funds Requested: \$ 266,000

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

NHCC Business Recovery and Resiliency Program. This program will support services to Hawaii small businesses and entrepreneurs that include, but are not limited to, business-to-business engagement; business development trainings and seminars; and business fairs promoting the talent of local business products and services.

Amount of Other Funds Available:

State: \$ _____

Federal: \$ _____

County: \$ _____

Private/Other: \$ 31,500

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

\$ 0

Unrestricted Assets:

\$ 398,861

New Service (Presently Does Not Exist): Existing Service (Presently in Operation):

Type of Business Entity:

501(C)(3) Non Profit Corporation

Other Non Profit

Other

Mailing Address:

PO Box 597

City:

Honolulu

State:

HI

Zip:

96809

Contact Person for Matters Involving this Application

Name:
Napali Woode

Title:
Treasurer

Email:
napali@domer88llc.com

Phone:
808-551-0651

Federal Tax ID#:

██████████

State Tax ID#

██████████



Authorized Signature

Napali Woode, Treasurer

Name and Title

1/17/23

Date Signed

Application Submittal Checklist

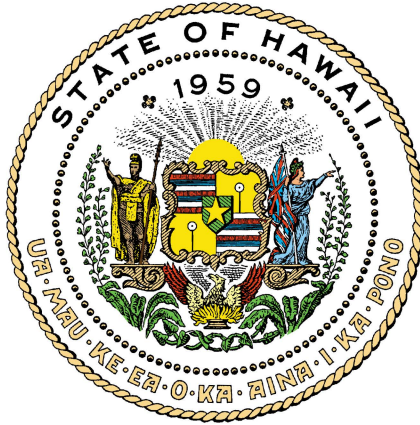
The following items are required for submittal of the grant application. Please verify and check off that the items have been included in the application packet.

- 1) Certificate of Good Standing (If the Applicant is an Organization)
- 2) Declaration Statement
- 3) Verify that grant shall be used for a public purpose
- 4) Background and Summary
- 5) Service Summary and Outcomes
- 6) Budget
 - a) Budget request by source of funds ([Link](#))
 - b) Personnel salaries and wages ([Link](#))
 - c) Equipment and motor vehicles ([Link](#))
 - d) Capital project details ([Link](#))
 - e) Government contracts, grants, and grants in aid ([Link](#))
- 7) Experience and Capability
- 8) Personnel: Project Organization and Staffing


AUTHORIZED SIGNATURE

NAPALI WOODE, TREASURER
PRINT NAME AND TITLE

1/17/23
DATE



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

NATIVE HAWAIIAN CHAMBER OF COMMERCE

was incorporated under the laws of Hawaii on 03/07/1974 ; 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 17, 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'i Revised Statutes:
 - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant is awarded;
 - b) Complies with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
 - c) Agrees not to use state funds for entertainment or lobbying activities; and
 - d) Allows the state agency to which funds for the grant were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant.
- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawaii'i Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided; and
- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawaii'i Revised Statutes:
 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
 - b) Has a governing board whose members have no material conflict of interest and serve without compensation.
- 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'i Revised Statutes, for grants used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant was awarded and disposes of the land in fee simple or by lease, the organization shall negotiate with the expending agency for a lump sum or installment repayment to the State of the amount of the grant used for the acquisition of the land.

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

Native Hawaiian Chamber of Commerce _____
(Typed Name of Individual or Organization)

 _____ 1/17/23 _____
(Signature) (Date)

Napali Woode _____ Treasurer _____
(Typed Name) (Title)

Application for Grants

If any item is not applicable to the request, the applicant should enter "not applicable".

I. Certification – Please attach immediately after cover page

1. Certificate of Good Standing (If the Applicant is an Organization)

If the applicant is an organization, the applicant shall submit one (1) copy of a certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2022.

Response: Certificate of Good Standing is attached.

2. Declaration Statement

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

Response: Declaration Statement of Applicants for Grants Pursuant to Chapter 42F, HRS is attached.

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](#).

Response: Native Hawaiian Chamber of Commerce (NHCC) hereby certifies that as the applicant for this GIA application, it is a tax-exempt Hawaii nonprofit organization. NHCC further certifies that all grant funds under this request will be dedicated to the public purpose of supporting small businesses and entrepreneurs in the State of Hawaii.

This GIA will support services to Hawaii small businesses and entrepreneurs that include, but not limited to, business-to-business engagement; business development trainings and seminars; and business fairs promoting the talent of local business products and services. All of these activities serve the public purpose of strengthening and enhancing the recovery and resilience of small businesses in the State which leads to exponential positive economic impacts in the State not only for small businesses, but also for the general public as consumers and employees at these small businesses.

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;

Response: Native Hawaiian Chamber of Commerce is a 501(c)6 nonprofit corporation founded in 1974. Originally formed to meet the needs of Native Hawaiians struggling to gain an equal footing with other business leaders at the time, NHCC has evolved well beyond a focus on advancing the individual business leader. Our current mission is to malama Native Hawaiians in business and commerce through leadership; business relationship building; and connections to economic resources, business partnerships, and opportunities to grow Hawaii's economy.

Over the years, NHCC's programming has included business-to-business engagement events to assist business owners and entrepreneurs in promoting their products and services; celebrating the lifetime achievements of Native Hawaiian business and community leaders through our Annual 'O'o Awards Gala; connecting small businesses to resources and opportunities to strengthen and grow their businesses through hosted seminars and partner collaborations; and providing opportunities for businesses to share how they operate with a foundation rooted in Native Hawaiian culture. NHCC also advocates and promotes the interests of our member organizations and provides economic opportunities through partnerships with other small business-focused organizations like the Chamber of Commerce Hawaii, Shidler School of Business, and Department of Business, Economic Development and Tourism, to name a few.

It's important to recognize that as much as NHCC was originally founded to focus on the needs of Native Hawaiians in business, after more than 45 years, our organization serves all small businesses and entrepreneurs throughout the State. Our membership roll includes Native Hawaiian-owned and non-Native Hawaiian owned businesses. Non-Native Hawaiian-owned businesses, especially engage with NHCC to have more engagement with and understanding of Native Hawaiian-owned businesses and entrepreneurs. Similarly, our programming is open to all small businesses and entrepreneurs.

2. The goals and objectives related to the request;

Response: The goals of this GIA request are two-fold. The primary goal of the NHCC Business Recovery and Resiliency Program is to strengthen and enhance the recovery and resiliency of small businesses and entrepreneurs in the City and County of Honolulu. The secondary goal is to provide opportunities for small

businesses and entrepreneurs to share how Native Hawaiian culture and values are incorporated in the way they do business. The emphasis on Native Hawaiian cultural values in business is often overemphasized and even forced. However, small businesses operating with Native Hawaiian cultural values as a foundation for the way they manage operations and do business is a real thing and something that often occurs organically.

The two goals identified above will be achieved by the following objectives:

The objectives of this GIA request are 1) to provide business-to-business engagements that provide exposure to small business products and services; 2) to provide business development trainings and seminars to increase the capacity of business owners to manage and grow their businesses; 3) to host business fairs to assist small businesses and entrepreneurs to showcase and market their products and services; and 4) through the above activities, provide opportunities for small businesses and entrepreneurs to share how Native Hawaiian cultural values are incorporated into the way they do business.

3. The public purpose and need to be served;

Response: Native Hawaiian Chamber of Commerce (NHCC) hereby certifies that as the applicant for this GIA application, it is a tax-exempt Hawaii nonprofit organization. NHCC further certifies that all grant funds under this request will be dedicated to the public purpose of supporting small businesses and entrepreneurs in the State of Hawaii.

This GIA will support services to Hawaii small businesses and entrepreneurs that include, but not limited to, business-to-business engagement; business development trainings and seminars; and business fairs promoting the talent of local business products and services. These activities further provide opportunities for sharing how Native Hawaiian cultural values can be incorporated into how we do business. All of these activities serve the public purpose of strengthening and enhancing the recovery and resilience of small businesses in the State which leads to exponential positive economic impacts in the State not only for small businesses, but also for the general public as consumers and employees at these small businesses.

According to the U.S. Census Bureau's 2019 Statistics of U.S. Businesses Report, small businesses in Hawaii, defined by SBA as having less than 500 employees, make up 96% of all businesses in Hawaii. These small businesses employ 49% of all employees in the State. Small businesses with less than 20 employees make up 83% of all businesses in Hawaii and employ 16% of all employees. These statistics are consistent throughout the United States and make it clear that small businesses and entrepreneurs are significant drivers of the economy and that supporting the growth and prosperity of small businesses

absolutely serves the public interest, as the strength of the economy impacts us all.

During the COVID-19 pandemic, Hawaii saw many small businesses unable to survive and be forced to permanently close. Those small businesses that did survive are still struggling to recover to their pre-pandemic profitability levels. The pandemic also saw significant growth in new small business entrepreneurs, as people lost their jobs and looked to entrepreneurial ways to provide income for their families.

A working paper published in June 2021 by the National Bureau of Economic Research found that new business formation applications surged during the last half of 2020 and the first half of 2021 to the highest on record since 2004, more than doubling any other year-to-year percentage increase. Additionally, many of these new businesses are non-employee businesses, meaning a single owner/operator. These single owner/operators are experts in their products and services, but many times have no expertise in running a business. This makes the programs supported by this GIA critical for small businesses and entrepreneurs to be successful.

Finally, this GIA request is fully in line with several of the objectives and priorities outlined in the Draft 2022-2026 Oahu Comprehensive Economic Development Strategy (CEDS). Alignment can be seen in the following Objectives and Priorities:

Objective #1: Build inclusive communities connected through ALOHA by perpetuating Native Hawaiian and island values and shared responsibility to care for Oahu and Hawaii.

Priority 1. Support and elevate Native Hawaiian culture, practices, languages, and communities.

Priority 2. Offer inclusive opportunities to practice and live ALOHA at home, in workplaces, schools, and in the community for residents, businesses, and visitors alike.

Priority 4. Strengthen community connection and resilience through dialogue, volunteerism, networks, gathering places, businesses programs, and knowing and supporting neighbors.

Objective #5: Invest in accessible, quality P-20 education, career pathways, and workforce development to foster innovation, support lifelong learning, create well-paying jobs, and provide an environment where businesses that align with Hawaii's values can thrive.

Priority 4. Invest in building entrepreneurial skillsets and an innovation mindset to encourage successful entrepreneurship at all phases, retain aligned businesses and non-profits, create jobs, and diversity the economy in emerging industries and innovation sectors.

Priority 5. Encourage accessible innovation infrastructure (e.g., broadband internet, energy, transportation, and supportive tools and resources) to support existing businesses, enable local entrepreneurship and startups, and provide equal opportunity for residents.

As our economy faces potential economic recession in 2023, small businesses and entrepreneurs need as much support as they can get to help strengthen, promote, and grow their businesses. Resources and training will be crucial to helping them make appropriate management decisions based on economic factors impacting their businesses during 2023 and beyond. Further, there is urgency in taking full advantage of current state and federal recovery programs. Through this GIA request, Hawaii small businesses will receive the needed support and tools to help them recover to pre-pandemic profitability and demonstrate resiliency in the coming years.

4. Describe the target population to be served; and

Response: The target population to be served by this GIA request is primarily the small businesses and entrepreneurs on the island of Oahu, although small businesses and entrepreneurs on the neighbor islands throughout the State would be served through any virtual trainings and seminars. Additionally, the general public on Oahu will be served through the economic impacts these small businesses and entrepreneurs provide.

5. Describe the geographic coverage.

Response: This project will cover the entire City and County of Honolulu. Native Hawaiian Chamber of Commerce's staff are located on the island of Oahu; therefore, programming will be focused on Oahu. The neighbor islands will be reached only to the extent of virtual trainings and seminars or if neighbor island small businesses and entrepreneurs travel to Oahu.

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;

Response: Native Hawaiian Chamber of Commerce proposes three (3) scopes of work to include business-to-business engagement; business development trainings and seminars; and business fairs. The tasks and responsibilities for each are outlined below:

Scope 1: to provide business-to-business engagement activities that provide exposure to small business products and services.

Task 1a: Schedule all engagement dates and locations. Plan for 10 business-to-business engagement events.

Task 1b: Develop marketing materials and platform for marketing and registration for events.

Task 1c: Develop participant evaluations.

Task 1d: Market events and register participants.

Task 1e: Coordinate event logistics and host events.

Task 1f: Prepare post event report and summarize participant evaluations.

Responsible Party: Executive Director and Executive Assistant

Scope 2: to provide business development trainings and seminars to increase the capacity of business owners to manage and grow their businesses. Training and seminar topics will include, but not be limited to, business plans and business planning; financing options; insurance considerations and risk management; strategic planning; accounting and financial reporting; and state and federal government contracting. Trainings will also include resources to maximize small business access to state and federal recovery programs, as well as the Inflation Recovery Act.

Task 2a: Schedule all business development training and seminar dates and locations. Plan for 8 trainings/seminars.

Task 2b: Develop marketing materials and platform for marketing and registration for trainings.

Task 2c: Develop participant evaluations.

Task 2d: Market events and register participants.

Task 2e: Coordinate event logistics and host events.

Task 2f: Prepare post event report and summarize participant evaluations.

Responsible Party: Executive Director and Executive Assistant

Scope 3: to host business fairs promoting the talent of local business products and services and assist small businesses and entrepreneurs to showcase and market their products and services.

Task 3a: Schedule all business fair dates and locations. Plan for 2 business fairs.

Task 3b: Develop marketing materials and platform for marketing and registration for fair participants.

Task 3c: Develop participant evaluations.

Task 3d: Market events and register participants.

Task 3e: Coordinate event logistics and host events.

Task 3f: Prepare post event report and summarize participant evaluations.

Responsible Party: Executive Director and Executive Assistant

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

Response: Services under this GIA request will be completed by the end of each month under the following estimated timeline:

2023

July: Networking 1
August: Networking 2; Training 1
September: Networking 3;
October: Networking 4; Training 2
November: Training 3
December: Networking 5

2024

January: Networking 6; Training 4; Business Fair 1
February: Networking 7; Training 5
March: Networking 8; Training 6
April: Networking 9; Training 7
May: Training 8
June: Networking 10; Business Fair 2

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

Response: Native Hawaiian Chamber of Commerce will use its established practices for quality assurance to ensure services provided are of the highest quality. All service providers utilized for trainings and seminars will be fully vetted to ensure expertise in training areas.

Further NHCC will utilize post-event participant evaluations to ensure quality and benefit to participants of networking, training, and business fair opportunities provided. Post event reports will be reviewed by the Executive Director to monitor quality of programming and make necessary changes to improve on desired outcomes.

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.

Response: Native Hawaiian Chamber of Commerce will measure the effectiveness of the programs funded under this GIA request as follows:

Scope of work 1: Networking activities will be considered effective if:

A – 10 of 10 networking activities are completed by the end of the award period; and

B – 80% of event participants rate high satisfaction from attendance at the events in their post-event evaluations

Scope of work 2: Training activities will be considered effective if:

A – 8 of 8 training activities are completed by the end of the award period; and

B – 80% of event participants rate high satisfaction from attendance at the events in their post-event evaluations

Scope of work 3: Business fairs will be considered effective if:

A – 2 of 2 Business fairs are completed by the end of the award period; and

B – 80% of fair participants rate high satisfaction from participation in the fairs in their post-event evaluations

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 - attached
 - b. Personnel salaries and wages - attached
 - c. Equipment and motor vehicles - attached
 - d. Capital project details – not applicable
 - e. Government contracts, grants, and grants in aid – not applicable

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
\$50,325	\$51,150	\$85,925	\$78,600	\$266,000

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

Response: Native Hawaiian Chamber of Commerce is seeking the following sources of funding for the fiscal year 2024:

Private Philanthropy: \$120,000 from various private organizations to fund NHCC's general programming and membership development.

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.

Response: Native Hawaiian Chamber of Commerce has not applied for nor received any state or federal tax credits within the prior 3 years.

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.

Response: Native Hawaiian Chamber of Commerce has not applied for nor received any federal, state, or county government contracts, grants, or grants in aid within the prior 3 years.

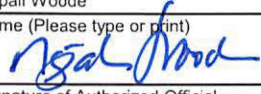
6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2022.

Response: Native Hawaiian Chamber of Commerce's balance of unrestricted current assets as of 12/31/22 totaled \$398,861.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2023 to June 30, 2024

Applicant: Native Hawaiian Chamber of Commerce

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
A. PERSONNEL COST				
1. Salaries	112,000			31,500
2. Payroll Taxes & Assessments	4,800			
3. Fringe Benefits	9,200			
TOTAL PERSONNEL COST	126,000			31,500
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				
2. Insurance	3,500			
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies	10,000			
7. Telecommunication				
8. Utilities				
9. Event Facilities	66,000			
10. Event Security	4,000			
11. Event First Aid	3,000			
12. Training Facilitation	8,000			
13. Social media & marketing	24,000			
14. Training Programs Development	10,000			
15. Federal Programs Research	10,000			
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	138,500			
C. EQUIPMENT PURCHASES	1,500			
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)	266,000			31,500
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	266,000	Napali Woode 808-551-0651		
(b) Total Federal Funds Requested		Name (Please type or print) Phone		
(c) Total County Funds Requested				
(d) Total Private/Other Funds Requested	31,500	Signature of Authorized Official Date		
TOTAL BUDGET	297,500	Napali Woode, Treasurer Name and Title (Please type or print)		

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2023 to June 30, 2024

Applicant: Native Hawaiian Chamber of Commerce

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Laptop computer	1.00	\$1,000.00	\$ 1,000.00	1000
Printer	1.00	\$500.00	\$ 500.00	500
			\$ -	
			\$ -	
			\$ -	
TOTAL:	2		\$ 1,500.00	1,500

JUSTIFICATION/COMMENTS:

Laptop and printer purchase necessary for on-site registration, coordination, and facilitation at program events.

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

JUSTIFICATION/COMMENTS:

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2023 to June 30, 2024

Applicant: Native Hawaiian Chamber of Commerce

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2021-2022	FY: 2022-2023	FY:2023-2024	FY:2023-2024	FY:2024-2025	FY:2025-2026
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:			NA			
JUSTIFICATION/COMMENTS: NOT APPLICABLE - NO FUNDS REQUESTED FOR CAPITAL PROJECTS						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Native Hawaiian Chamber of Commerce

Contracts Total: -

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	NONE				
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					

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.

Response: Native Hawaiian Chamber of Commerce is an experienced and respected business association with over 45 years of experience serving small businesses, entrepreneurs, and business professionals throughout the State of Hawaii. The necessary skills, abilities, knowledge of, and experience related to this GIA request are as follows:

- A. Skills, knowledge, and experience providing business-to-business engagement activities. NHCC plans and hosts regular activities to provide participants with opportunities to promote their businesses, share experiences, and engage with other small business owners and entrepreneurs. These activities run the gamut from luncheons to social events in both structured and informal settings.
- B. Skills, knowledge, and experience developing, planning, and hosting trainings and educational seminars to our members and general public. NHCC takes a very collaborative approach to providing training, education, and business opportunities to small businesses and entrepreneurs by bringing expert resources directly to our small businesses and partnering with other organizations where it makes most sense. We have provided trainings in various areas of business development, provided panel discussions with legislators and state departments, and provided resource seminars covering multiple areas from financing to government contracting.
- C. Skills, knowledge, and experience in all aspects of event planning, logistics, and fiscal management. All activities described above have been conducted by NHCC staff to include all planning, scheduling, coordinating with facilities and presenters, marketing, etc. Additionally, NHCC's accounting software provides detailed program financial reports for presentation to its Board of Directors for appropriate financial management and transparency.

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.

Response: NHCC does not own or operate any facilities, and this GIA request does not request any funds for facilities.

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.

Response: Native Hawaiian Chamber of Commerce is a long-standing nonprofit organization that serves the community with a very lean fulltime staff and the active support of its Board of Directors. All activities in this GIA request are well within the capacity of NHCC's staff, led by Andrew Rosen, Executive Director. Mr. Rosen is a seasoned executive with 35+ years of experience in the media industry, overseeing and directing corporate operations. Mr. Rosen will oversee and direct all activities under this GIA request.

Mr. Rosen will provide all supervision and training and direct the activities of his Executive Assistant who will support the implementation of all activities under this GIA. The Executive Assistant will primarily be responsible for scheduling, logistics, data collection, and coordination with presenters.

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.

Response: Native Hawaiian Chamber of Commerce's organizational chart is 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.

Response: Native Hawaiian Chamber of Commerce's staff salaries (annual) are as follows:

Executive Director - \$90,000

Executive Assistant - \$50,000

Board of Directors - \$0 (all volunteer)



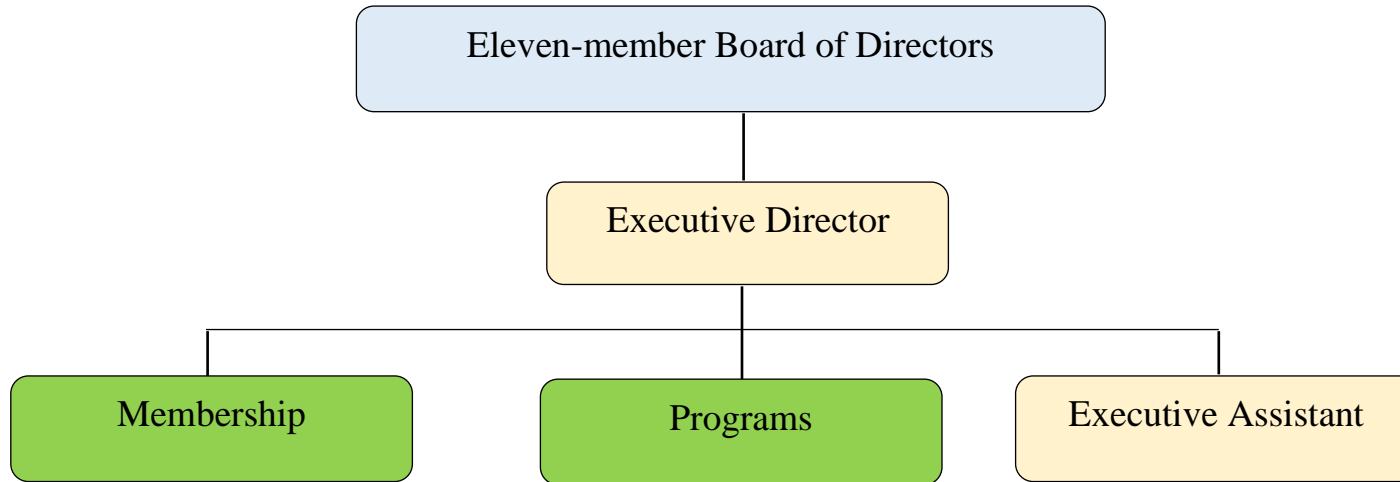
Native Hawaiian Chamber of Commerce

P.O. Box 597

Honolulu, HI 96809

Nativehawaiianchamberofcommerce.org nhccoahu@gmail.com

ORGANIZATION CHART



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.

Response: Native Hawaiian Chamber of Commerce is not and has never been a party to any litigation.

2. Licensure or Accreditation

The applicant shall specify any special qualifications, including but not limited to licensure or accreditation that the applicant possesses relevant to this request.

Response: Native Hawaiian Chamber of Commerce does not have any special licensure or accreditation relevant to this GIA request.

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.

Response: This GIA request will not be used to support or benefit any sectarian or non-sectarian private educational institution.

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.

Response: Native Hawaiian Chamber of Commerce plans to sustain the activities implemented using this GIA request beyond the 2023-2024 fiscal year through the following:

- A. Increasing NHCC membership and NHCC membership dues – This GIA will provide expansion and greater reach of NHCC activities and programming. In doing so, NHCC will increase its value and benefit to small businesses and entrepreneurs; thereby increasing its membership roll.

- B. Increasing funding from long-standing and more complicated business sources within the Department of Commerce, Minority Business Development Agency, and other federal agencies. This GIA request invests in the growth and reach of NHCC's programming. With established programming that has a broad reach and historical impact data, NHCC can request funding from these more complex sources.