

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:

Alternative Structures International dba Kahumana

Amount of State Funds Requested: \$ 340,963.00

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

This project focuses on strengthening local food security, agricultural infrastructure, and workforce development across O'ahu's Leeward Coast through targeted expansion of the Kahumana Food Hub & Organic Farms. Strategies include enhancing transportation and distribution capabilities, facilitating greater local sales to institutional buyers, increasing cultivated acreage by 20%, and launching a structured training program for the next generation of commercial growers.

Amount of Other Funds Available:

State: \$ 0

Federal: \$ 0

County: \$ 0

Private/Other: \$ (22,500)

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

\$ 1,300,000.00

Unrestricted Assets:

\$ 373,604.00

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

Type of Business Entity:

- 501(C)(3) Non Profit Corporation  
 Other Non Profit  
 Other

Mailing Address:

86-660 Lualualei Homestead Rd, Waianae 96792

City: State: Zip:

Contact Person for Matters Involving this Application

Name: Avary Maunakea	Title: Executive Director
Email: amaunakea@asi-hawaii.org	Phone: 808 696 2655

Federal Tax ID#: [REDACTED]	State Tax ID#: [REDACTED]
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*A. Maunakea*

Authorized Signature

Avary Maunakea

Name and Title

1/18/2024

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) Hawaii Compliance Express Certificate (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



Saleh Azizi Fardkhales,  
President of the Board of Director

1/19/2024

AUTHORIZED SIGNATURE

PRINT NAME AND TITLE

DATE





STATE OF HAWAII  
STATE PROCUREMENT OFFICE

**CERTIFICATE OF VENDOR COMPLIANCE**

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs (DCCA).

**Vendor Name:** ALTERNATIVE STRUCTURES INTERNATIONAL

**DBA/Trade Name:** Kahumana, Ohana Ola O Kahumana, Kahumana Community Center, Kahumana Kitchen, & Kahumana Learning Center

**Issue Date:** 01/17/2024

**Status:** Compliant

**Hawaii Tax#:** [REDACTED]

**New Hawaii Tax#:**

**FEIN/SSN#:** XX-XXX6090

**UI#:** XXXXXX9676

**DCCA FILE#:** 27711

Status of Compliance for this Vendor on issue date:

Form	Department(s)	Status
A-6	Hawaii Department of Taxation	Compliant
8821	Internal Revenue Service	Compliant
COGS	Hawaii Department of Commerce & Consumer Affairs	Exempt
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant

**Status Legend:**

Status	Description
Exempt	The entity is exempt from this requirement
Compliant	The entity is compliant with this requirement or the entity is in agreement with agency and actively working towards compliance
Pending	A status determination has not yet been made
Submitted	The entity has applied for the certificate but it is awaiting approval
Not Compliant	The entity is not in compliance with the requirement and should contact the issuing agency for more information

## 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. Hawaii Compliance Express Certificate (If the Applicant is an Organization)**

If the applicant is an organization, the applicant shall submit one (1) copy of a Hawaii Compliance Express Certificate from the Comptroller of the Department of Accounting and General Services that is dated no earlier than December 1, 2023.

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

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

#### **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](#).

This grant shall be used for a public purpose pursuant to Section 42F-102, Hawaii Revised Statutes.

### **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;

Alternative Structures International dba Kahumana is a non-profit organization located in Waianae, Hawai'i. We are dedicated to several important causes, including ending local family homelessness, supporting people with disabilities, and reducing Hawai'i's reliance on imported food. Since our establishment in 1974, we have become one of the largest food hubs in Hawai'i, connecting local growers with various markets such as Kamehameha Schools. We offer a range of services, including organic farms, food services, training programs, and a food hub to promote community development, food security, and support for small local farmers.

The Kahumana Food Hub is significantly contributing to food security in Hawaii by providing crucial infrastructure supporting over 100 small-scale and socially disadvantaged local farmers and aggregating over 800,000 pounds of local produce annually. Through facilitating sales, distribution, and access to markets, the hub bolsters farm income and viability as well as making fresh local foods more available and affordable. In 2022 alone, the hub facilitated \$2.3 million in revenue, providing a lifeline for food producers struggling to scale up independently. The hub currently employs 10

full-time and 8 part-time staff. The hub's operations, growth, and training programs are helping develop Hawaii's agricultural workforce and local food economy, advancing statewide food self-sufficiency goals. Ultimately, the hub plays an integral role in getting locally grown foods onto more plates.

The Kaukau 4 Keiki program was a major success for us in 2023. Kahumana Food Hub served as the main sponsor and distributor for Oahu, feeding over 2,650 children locally-grown, healthy summer meals over 9 weeks. Through this USDA-funded program, we distributed 280,000 pounds of produce, contributing an extra \$1.5 million in revenue for Kahumana of which 70% was paid directly to local food producers.

2. The goals and objectives related to the request;

During 2022, Kahumana faced significant difficulties as revenue from COVID-related food distribution decreased by \$1.2 million compared to the previous year. In 2023, Kahumana successfully implemented the Kaukau 4 Keiki program, which restored revenue to 2021 levels. However, this success was primarily dependent on one summer program. Therefore, the main focus of this initiative is to diversify Kahumana's income sources in order to sustain and expand the jobs it provides to the Wai'anae community. As part of this effort, Kahumana aims to increase organic production, aggregate and sell locally grown food, and contribute to improved access to healthy, fresh, and nutritious food for the community.

The overarching goals are to strengthen Hawai'i's agriculture and food systems by boosting food hub capacity to support small farmers, improve sales infrastructure and transportation, increase local food production, and enhance community access to locally grown produce through nutrition incentive programs.

- Objective 1 - Enhance the infrastructure and transportation capabilities of the food hub to improve aggregation and distribution. This includes leasing a refrigerated box truck and forklift to strengthen processing and transportation systems.
- Objective 2 - Expand and enhance sales to institutional and wholesale buyers to benefit small and mid-size farmers. The food hub manager will focus on increasing sales to schools (Kamehameha Schools), state programs (DOE Kaukau 4 Keiki), stores and restaurants, and hospitals, allowing them to source more local food.
- Objective 3 - Increase organic food production and sales from Kahumana's farms by 20%. This will be done by expanding cultivated acreage and investing in staffing, tools and equipment to improve efficiency.
- Objective 4 - Increase access and affordability of locally grown food at farmers markets through SNAP and double bucks programs. Kahumana will increase presence at markets and expand offering of CSA boxes through an online marketplace.

3. The public purpose and need to be served;  
Diversifying the Kahumana Food Hub & Organic Farms serves the following public purposes and needs:

Public Purpose:

- Enhance community food security and self-reliance in Hawaii by increasing local food production and improving distribution networks. This addresses Hawaii's heavy dependence on imported foods - currently around 90% of the state's supply.
- Support small-scale local farmers and provide economic opportunities in agriculture and food systems. Over 90 % of Hawai'i's farmers are small family farms. The food hub bolsters their farm income and viability.
- Improve access and affordability of healthy, locally grown foods, especially for low-income communities facing food insecurity, such as on Oahu's Leeward Coast.

Needs Served:

- Local farmer support through an aggregation and distribution network helping them access markets - small farms currently struggle scaling up and selling products.
- Workforce development in agriculture and food systems which faces labor shortages, through internships and hands-on training programs in farming and food services.
- Community nutrition and public health through greater supply and reduced costs of fresh local produce, enabled by the food hub infrastructure.
- Food security, agricultural infrastructure and distribution networks which are extremely vulnerable, as exposed during COVID-19 - bolstering local systems builds resilience.

4. Describe the target population to be served;  
The target populations served by Kahumana's food hub expansion align directly with the goals of this grant program to strengthen community food systems.

The primary groups we aim to impact are small-scale local farmers and backyard growers struggling to achieve viability and access markets. This includes over 100 existing suppliers, most qualifying as socially disadvantaged, as well as plans to add 50 more over the next two years. By aggregating and distributing over 800,000 pounds per year, we provide crucial infrastructure allowing them to focus on production.

Institutional buyers like schools and hospitals are another central target as we help meet their local food procurement mandates through an efficient ordering and consistent distribution network. This spans existing partnerships with Kamehameha Schools to serve their Oahu campuses, as well as new sales to hospital food service providers.

Just as importantly, we service residents from low-income areas on Oahu's Leeward Coast who face systemic barriers to procuring fresh, healthy, and affordable foods. Strategies like increasing our farmers market presence and launching new retail channels accepting SNAP/EBT help address economic obstacles.

Finally, this diversification project supports workforce development for the next generation of commercial growers and food system workers through structured on-farm training programs. Trainees who complete the full curriculum gain priority placement into livable-wage jobs with health benefits.

5. Describe the geographic coverage.

The Kahumana Food Hub diversification project focuses its geographic coverage on Oahu's Leeward Coast: Most program activities center on the island's west/northwest region, spanning the communities of Wai'anae, Makaha, Mākua, Lualualei, Mā'ili, Nānākuli, and Ka'ena Point. This aligns with the location of Kahumana's operations and their target beneficiaries.

Farmers and suppliers based on O'ahu's Leeward Coast: The food hub sources from and provides services to over 100 small-scale farmers as well as backyard growers operating less than 1 acre in the communities listed above. The diversification aims to add another 50 local food producers.

Institutional customers across O'ahu: While focusing aggregation and distribution efforts Leeward, Kahumana is connecting its network of farms to statewide buyers. This includes the DOE's Kaukau 4 Keiki program, Oahu public school districts, and both private and public hospitals across the island.

Distribution across O'ahu: While the food hub infrastructure and partner farms are concentrated Leeward, enhanced transportation logistics from acquiring new refrigerated trucks facilitates wider distribution of aggregated local foods to retailers, restaurants and institutional customers across 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;

Here is a summary of the scope of work, key tasks, and division of responsibilities for the Kahumana Food Hub diversification project:

Scope of Work:

- Increase and diversify sales of locally grown food to institutions and wholesale buyers
- Expand food hub infrastructure and processing capacity
- Enhance transportation, cold storage, and distribution fleet/capabilities



- Formalize and implement agricultural workforce training program
- Increase cultivated acreage for expanded food production
- Facilitate greater consumer access and affordability via nutrition incentive programs

#### Tasks & Responsibilities:

##### Project Oversight – Avary Maunakea (Executive Director)

- Coordinate overall project timelines, budgets, reporting, evaluations
- Liaise with contractors for infrastructure upgrades and strategic marketing plan
- Supervise training program curriculum development

##### Food Hub Operations – Dean Hanohano (Food Hub Manager)

- Oversee expansion of hub warehouse and processing areas
- Lease new refrigerated truck and forklift
- Implement enhanced distribution protocols and routes
- Collect and track sales data, volume metrics etc.

##### Farm Training Program Development – Jerome Kalama (Farm Supervisor)

- Design structured curriculum and skills rubric for 12-month hands-on program
- Recruit program participants and oversee trainee projects/evaluations
- Hire and supervise program coordinators and trainee mentors
- Direct day-to-day field operations carrying out crop plans
- Monitor growth and adjust care regimen (pruning, fertilizing etc.)
- Coordinate harvesting teams and oversee post-harvest handling/packing
- Maintain farming equipment and infrastructure upkeep
- Collect data on yields, losses, costs, and forward to Directors
- Train interns rotating through production area on protocols

##### Maintain and Expand Farmers Market Presence - Kaleo Soria (Farmers Market Supervisor)

- Set up eye-catching, information-rich booth with signage and product displays
- Increase sales by offering samples, specials, and upselling value-added items
- Process EBT payments and Double Up Food Bucks incentives to improve access
- Share produce info and organizational mission with shoppers
- Track sales data and customer feedback for future market improvement

##### Sales & Marketing Outreach Coordinator – TBD (Sales Manager)

- Conduct product demonstrations and sampling for prospective institutional, restaurant, stores and other buyers e.g. local food manufactures
- Negotiate pricing and complete paperwork for new institutional partnerships
- Marketing: Advertising, promotions, community outreach
- Customer Service: Explore new options, communicate with past subscribers

##### Grant Reporting & Data Tracking – Kiane Aila (Administrative Manager)

- Develop data collection tools and databases

- Regularly gather and synthesize progress metrics across project
  - Complete required grant reports and administrative paperwork
2. Provide a projected annual timeline for accomplishing the results or outcomes of the service;

Here is a projected annual timeline of key milestones for accomplishing the results and outcomes of the Kahumana Food Hub diversification project from July 1, 2024 to June 30, 2025:

1. July - September 2024:
    - a. Hire & train Sales & Marketing Outreach Coordinator
    - b. Complete warehouse upgrades and facility expansion
    - c. Take delivery of refrigerated box truck and forklift
    - d. Finalize structured curriculum for farm training program
    - e. Begin outreach to add 50 new farms/suppliers to network
    - f. Establish sales partnerships with 3 new wholesale or institutional buyers
  2. October - December 2024:
    - a. Launch farm training program with first cohort of 10 participants
    - b. Expand product demonstrations to prospect restaurants and food manufacturers
    - c. Complete upgrades of food hub kitchen for value-added processing
    - d. Implement improved inventory management protocols
  3. January - March 2025:
    - a. Increase acreage under cultivation by 20% for expanded food production
    - b. Expand CSA and farmers market programs by 30%
    - c. Expand offerings on online ordering platform to facilitate wholesale purchases
  4. April - June 2025:
    - a. Graduate first cohort from farm training program and track job placements
    - b. Collect harvest season data and evaluate year 1 outcomes
    - c. Prepare 2025 annual report showcasing key metrics on distribution volume, farm income facilitated, nutrition incentive participation etc.
    - d. Planning for further expansion in 2025-2026 based on report findings
    - e. Submit grant reporting documentation
3. Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results; and

The evaluation plan for this project is designed to assess the impact of the program and measure its community return on investment, with a specific focus on supporting food systems. By analyzing outputs and outcomes compared to goals, this plan aims to highlight key learnings and identify areas for program adjustments, ultimately ensuring the program's effectiveness in supporting food systems and maximizing its impact on the community. Steps include:

- A. Track key performance metrics on a regular basis, including: volume of produce aggregated and distributed, number of active farms/suppliers in network, sales revenue facilitated for farms, and number of markets/retail outlets supplied.
  - B. Collect data on consumer participation in farmers markets and other affordability programs. Survey shoppers on experience, impact etc.
  - C. Evaluate workforce training program completion rates, job placement statistics, and graduate feedback.
  - D. Have the leadership team review data reports quarterly to assess progress towards targets and identify any program adjustments needed.
  - E. Produce annual program evaluation report analyzing outputs and outcomes compared to goals, highlighting key learnings.
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.
- 1. \$700,000 in additional revenue facilitated for participating local farms through coordinated sales and improved access to institutional and wholesale markets
  - 2. Aggregation and distribution capacity expanded by 30% through infrastructure upgrades allowing for an additional 240,000 pounds of local food to move through the food hub per year
  - 3. 50 new small-scale farms and backyard growers added to the hub's existing network of over 100 suppliers
  - 4. 20% increase in acreage under cultivation at Kahumana's organic farms, boosting annual production by 25,000 pounds of fresh produce
  - 5. 30% expansion in consumer participation and pounds of local food accessed through nutrition incentive programs at farmers markets and online marketplace
  - 6. 8 individuals complete the new structured workforce training program annually, with a 90% job placement rate into livable-wage agriculture and food system roles
  - 7. 5 new major institutional or wholesale buyers sourcing local food through the food hub, including public school districts, hospitals/healthcare providers, and food manufacturers
  - 8. Enhanced distribution reach across O'ahu through addition of refrigerated transportation fleet able to move 15,000 pounds per week

## **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)
  
2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2025.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
85,000	85,000	85,000	85,963	\$340,963

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2025.
  - USDA Specialty Crop Block Grant Program - Hawai'i Dept of Agriculture
  - USDA Resilience Food System Infrastructure - Hawai'i Dept of Agriculture
  - Rapid Rehousing - Hawai'i Dept. of Health
  - State Homeless Shelter Program - Hawai'i Dept. of Health
  
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.
  - Food Hub Hui - Stupski Foundation via Hawai'i Good Food Alliance
  - SCBGP FY22 - USDA via Hawai'i Department of Agriculture
  - Food Hub Hui Capex Grant - HJWF via Hawai'i Good Food Alliance
  - Kaukau 4 Keiki - USDA via Hawai'i Child Nutrition Programs
  - Food Hub Learning Facility - CARES ACT via Council for Native Hawaiian Advancement
  - Covid pandemic related program expenses - CARES ACT via Hawai'i Investment Ready
  - SNAP Implementation Grant - USDA- FMPP via Hawai'i Good Food Alliance
  - Fmpp- farmers market association - USDA- FMPP via Hawai'i Good Food Alliance
  - USDA Regional Food Systems Grant - USDA- RFSP via Hawai'i Good Food Alliance

- NRCS Cost reimbursement program- conservation, USDA- NRCS
  - NRCS Cost reimbursement program- hoop house, USDA- NRCS
  - Rapid Rehousing - Hawai'i Dept. of Human Services
  - State Homeless Shelter Program - Hawai'i Dept. of Human Services
  - Waimanalo Emergency Shelter - Hawai'i Dept. of Human Services
  - The Westside Coalition - Hawai'i Dept. of Human Services
  - Medicaid - Services for Adults with Learning Disabilities - Hawai'i Dept of Health
  - Youth Rapid Rehousing - HUD
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 2025 for program funding.
- Kahumana's Food Hub Expansion to serve institutional customers - Atherton Foundation, \$25,000 (current & matching for this project)
  - Food Hub Hui - Stupski Foundation via Hawai'i Good Food Alliance
  - Rapid Rehousing - Hawai'i Dept. of Human Services
  - State Homeless Shelter Program - Hawai'i Dept. of Human Services
  - Waimanalo Emergency Shelter - Hawai'i Dept. of Human Services
  - The Westside Coalition - Hawai'i Dept. of Human Services
  - Medicaid - Services for Adults with Learning Disabilities - Hawai'i Dept of Health
  - Youth Rapid Rehousing - HUD
6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2023.

\$373,604.00

## **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.

Kahumana has extensive skills, abilities, knowledge, and experience that make them well-qualified to carry out the proposed food security initiatives:

1. Decades of experience running organic farms and food production operations, including two certified organic farms spanning over 30 acres currently. This demonstrates our strength in sustainable agriculture and scaling distribution.

2. Operates an established food hub since 2017 that aggregates and facilitates the sale of produce from over 100 small-scale local farmers and backyard growers including capabilities with supply chain logistics and supporting farmer livelihoods.

3. Possesses certifications and facilities for value-added food processing, including two certified kitchens including knowledge of safety regulations, product development.

4. Runs a farm-to-table café as well as provides meals for underprivileged community members including skills in healthy food preparation, service provision for vulnerable groups.

5. Experience with key distribution channels like farmers markets, CSAs, and wholesale via stores/restaurants. We understand nuances and community interfaces across retail formats.

Moreover, Kahumana's community connections, networks with partners like schools, and commitment to training/workforce development further reinforce their suitability to increasing local food security through Scaling production, access and affordability.

## **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.

- **Facilities for Storage and Distribution:** Kahumana utilizes the food hub in Lualualei, which grants us access to cold storage and warehouses. These facilities enable Kahumana to gather and distribute produce from local farmers. The food hub comprises three spacious walk-in refrigerators and a warehouse measuring 40ft by 100ft. The warehouse is equipped with over 10 double sinks, carts, bins, and all necessary packaging supplies such as boxes and bags.
- **Facilities for Processing and Packaging:** Kahumana possesses two certified kitchens outfitted with stoves, ovens, dehydrators, food processors, and other equipment required for developing value-added products and packaging produce.
- **Retail Locations:** Kahumana actively participates in the Waianae and Kakaako farmers markets. Additionally, their products are available in well-known establishments like Foodland, Down to Earth, and Kokua Store.
- **Training Facilities:** Kahumana utilizes its farm, kitchen, and food hub facilities for hands-on training to foster workforce development. Furthermore, they boast multiple indoor and outdoor classrooms dedicated to training future workers.
- **Transportation Assets:** To support their supply chain, Kahumana owns four refrigerated vans, several farm trucks, one forklift, and one electric pallet jack.
- **Farmland:** Kahumana operates organic farms and food production operations, including two certified organic farms spanning over 30 acres. These farms have maintained their organic certification for more than a decade.

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

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

The applicant shall describe the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. The applicant shall provide the qualifications and experience of personnel for the request and shall describe its ability to supervise, train and provide administrative direction relative to the request.

The following tasks and responsibilities were described in more details above in the section 3 Service Summary and Outcomes. Here is a list of staff roles and responsibilities for the proposed project:

- Project Oversight – Avary Maunakea (Executive Director)
- Grant Reporting & Data Tracking – Kiane Aila (Administrative Manager)
- Food Hub Operations – Dean Hanohano (Food Hub Manager)
- Farm Training Program Development – Jerome Kalama (Farm Supervisor)
- Maintain and Expand Farmers Market Presence - Kaleo Soria (Farmers Market Supervisor)
- Sales & Marketing Outreach Coordinator – TBD (Sales Manager)

### **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.

### **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 - \$60,000
- Administrative Manager - \$55,000
- Housing Director - \$60,000

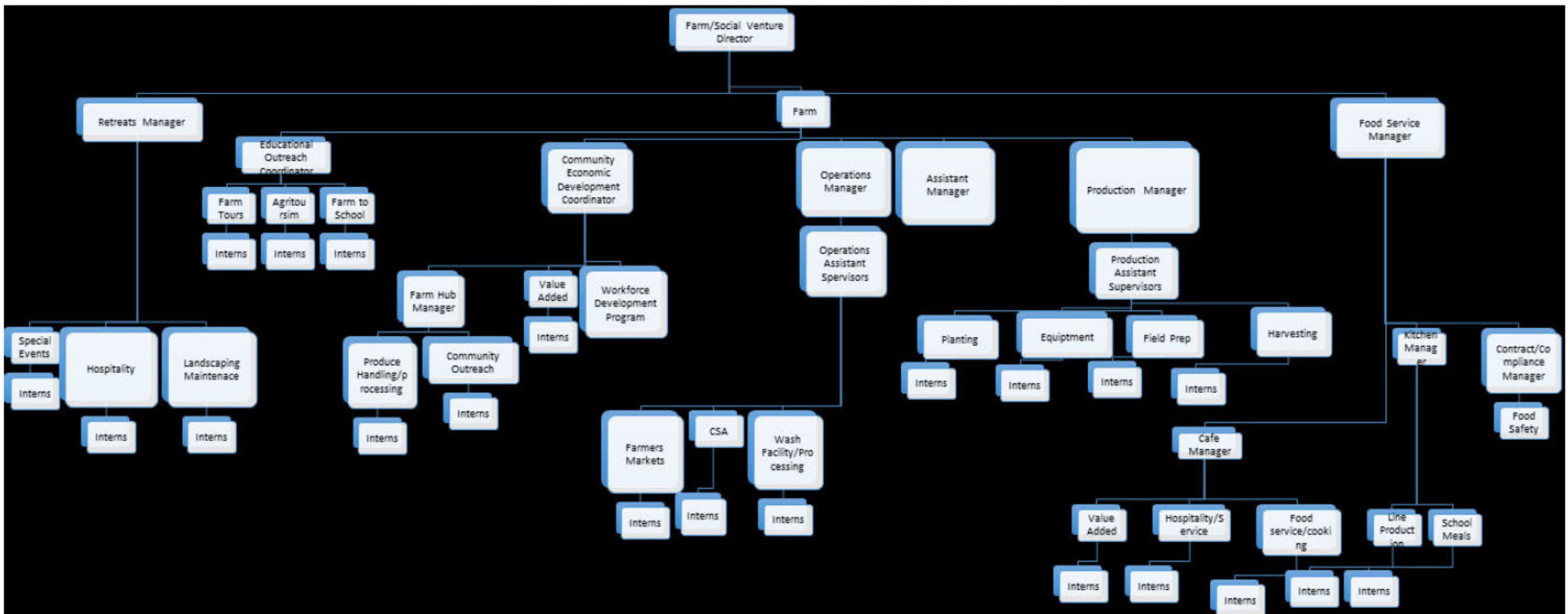
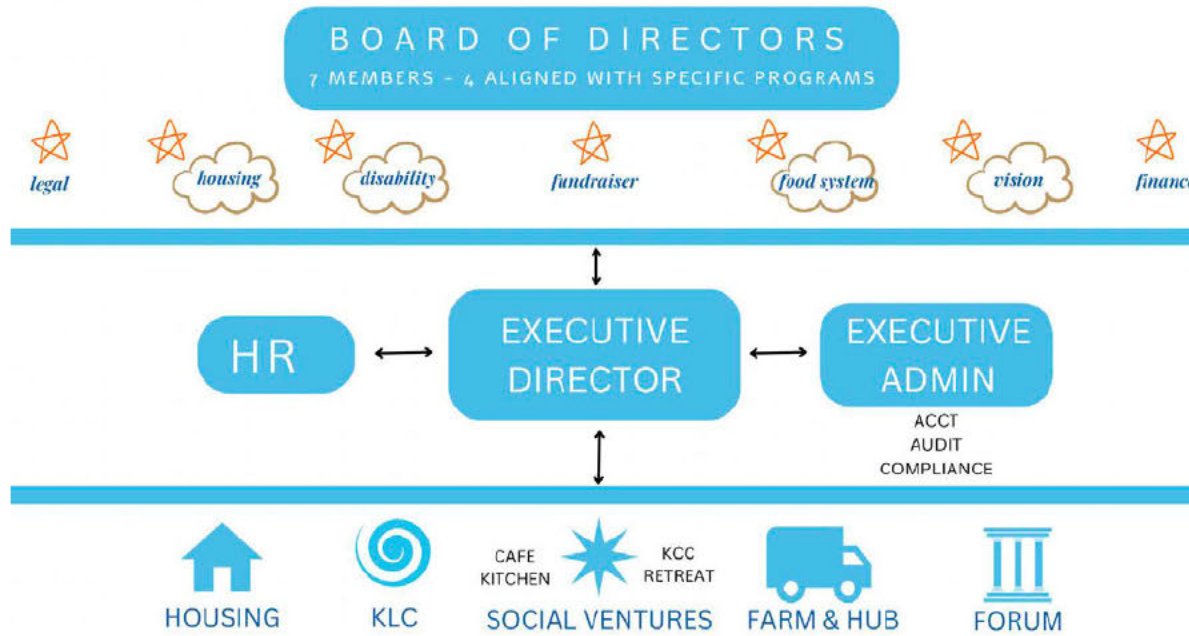
## **VII. Other**

### **1. Litigation**

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

Not applicable

# ALTERNATIVE STRUCTURES INTERNATIONAL





## **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.

Not applicable

## **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.

Not applicable

## **4. Future Sustainability Plan**

The applicant shall provide a plan for sustaining after fiscal year 2024-25 the activity funded by the grant if the grant of this application is:

Kahumana aims to utilize this grant funding to implement crucial infrastructure upgrades and program expansions that will lead to lasting financial sustainability and continue benefiting local farmers and improving community food security over the long-term.

The primary sustainability strategy is revenue diversification to support ongoing operations. The food hub enhancements facilitated by this grant are projected to open \$700,000 in additional annual sales channels for partner farms by expanding markets reach. These include increased wholesale and institutional customers. As we collect a small percentage fee on all sales made through our aggregation channels, this creates built-in program income to maintain staffing, transportation, and other costs associated with running the hub's distribution program after the grant period ends.

Additionally, the expansions in our own farm acreage, farmers market presence, value-added production and workforce training programs are designed to generate further revenue streams while also strengthening Hawaii's agriculture. Our upgraded on-site training program will continue preparing the next generation of commercial growers to support farm business development across the state.

In summary, the infrastructure and capacity afforded by this initial investment sets the stage for lasting impact and financial viability of services supporting small local farmers, improving food access for vulnerable communities, and progressing Hawaii's food self-sufficiency – the impacts of which will extend far beyond the grant timeframe.

## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2024 to June 30, 2025

Applicant: Kahumana

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
<b>A. PERSONNEL COST</b>				
1. Salaries	97,987			
2. Payroll Taxes & Assessments				
3. Fringe Benefits	29,396			
<b>TOTAL PERSONNEL COST</b>	<b>127,383</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>B. OTHER CURRENT EXPENSES</b>				
1. Airfare, Inter-Island	0			
2. Insurance	0			
3. Lease/Rental of Equipment	36,000			
4. Lease/Rental of Space	37,080			
5. Staff Training	0			
6. Supplies	0			22,500
7. Telecommunication	0			
8. Utilities	0			
9. Contracting - Strategic plan: Marketing, distribution network analysis consulting	30,000			
10. Contracting - land clearing and preparation	50,000			
11.				
12.				
13.				
14.				
15.				
16.				
17.				
18.				
19.				
20.				
<b>TOTAL OTHER CURRENT EXPENSES</b>	<b>153,080</b>			<b>22,500</b>
<b>C. EQUIPMENT PURCHASES</b>	<b>52,500</b>			
<b>D. MOTOR VEHICLE PURCHASES</b>	<b>8,000</b>			
<b>E. CAPITAL</b>	<b>0</b>			
<b>TOTAL (A+B+C+D+E)</b>	<b>340,963</b>			<b>22,500</b>
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	340,963	Avary Maunakea <span style="float: right;">808 696 2655</span>		
(b) Total Federal Funds Requested		Name (Please type or print) <span style="float: right;">Phone</span>		
(c) Total County Funds Requested		<i>A. Maunakea</i>		
(d) Total Private/Other Funds Requested	22,500	Signature of Authorized Official <span style="float: right;">Date</span>		
<b>TOTAL BUDGET</b>	<b>363,463</b>	Avary Maunakea, Executive Director		
		Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES Period: July 1, 2024 to June 30, 2025

Applicant: Kahumana

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Avary Maunakea - Executive Director	1	\$72,000.00	20.00%	\$ 14,400.00
Dean Hanohano - Food Hub Manager	1	\$44,928.00	50.00%	\$ 22,464.00
Jerome Kalama - Farm Supervisor	1	\$44,928.00	30.00%	\$ 13,478.40
Kaleo Soria- Farmers Market Supervisor	1	\$39,936.00	30.00%	\$ 11,980.80
Sales & Marketing Outreach Coordinator – TBD	1	\$44,928.00	50.00%	\$ 22,464.00
Kiane Aila - Administrative Manager	1	\$66,000.00	20.00%	\$ 13,200.00
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
<b>TOTAL:</b>				97,987.20
<b>JUSTIFICATION/COMMENTS: Salary amounts do not include fringe benefits and payroll taxes</b>				

Applicant: Kahumana

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Food hub kitchen upgrades - flooring	1.00	\$20,000.00	\$ 20,000.00	20000
Food hub warehouse upgrades - produce washing & storing supplies	20	\$500.00	\$ 10,000.00	10000
Infrastructure for additional cultivated acreage - tractor repairs	3	\$7,500.00	\$ 22,500.00	22500
			\$ -	
			\$ -	
<b>TOTAL:</b>	<b>24</b>		<b>\$ 52,500.00</b>	<b>52,500</b>

JUSTIFICATION/COMMENTS:

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
Purchase of forklift	1.00	\$22,500.00	\$ 22,500.00	0
Purchase of electric pallet jack	2.00	\$4,000.00	\$ 8,000.00	8000
			\$ -	
			\$ -	
<b>TOTAL:</b>	<b>3</b>		<b>\$ 30,500.00</b>	<b>8,000</b>

JUSTIFICATION/COMMENTS:

Applicant: Kahumana

<b>FUNDING AMOUNT REQUESTED</b>						
<b>TOTAL PROJECT COST</b>	<b>ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS</b>		<b>STATE FUNDS REQUESTED</b>	<b>OTHER SOURCES OF FUNDS REQUESTED</b>	<b>FUNDING REQUIRED IN SUCCEEDING YEARS</b>	
	<b>FY: 2022-2023</b>	<b>FY: 2023-2024</b>	<b>FY:2024-2025</b>	<b>FY:2024-2025</b>	<b>FY:2025-2026</b>	<b>FY:2026-2027</b>
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
<b>TOTAL:</b>						
<b>JUSTIFICATION/COMMENTS:</b>						

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

Applicant: Kahumana

Contracts Total:

3,340,193

	<b>CONTRACT DESCRIPTION</b>	<b>EFFECTIVE DATES</b>	<b>AGENCY</b>	<b>GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)</b>	<b>CONTRACT VALUE</b>
1	Food Hub Pilot Program Act 313	7/1/2023 - 6/30/2025	HDOA	State	201,104
2	Specialty Crop Block Grant Program	1/1/2023 - 3/31/2024	USDA via HDOA	State	41,500
3	Rapid Rehousing	June 15,2023-June 14, 2024	Dept. of Human Services	State	800,000
4	State Homeless Shelter Program	July 1,2023-June 30, 2024	Dept. of Human Services	State	440,496
5	Waimanalo Emergency Shelter	July 1, 2023- June 30, 2024	Dept. of Human Services	State	525,000
6	The Westside Coalition	July 1, 2023- June 30, 2024	Dept. of Human Services	State	225,093
8	Medicaid - Services for Adults with Learning Disabilities	Ongoing	Dept. of Health	State	750,000
9	Youth Rapid Rehousing	12/1/2023 - 11/30/2024	HUD	U.S.	357,000
10					