

**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:

Hāmākua Institute

Amount of State Funds Requested: \$ 50,000

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

The proposed Market Analysis and Development project, which would be implemented through the Hawai'i Island Agriculture Partnership (HIAP), aims to address a critical need for small to mid-sized farms on Hawai'i Island: the scarcity of detailed, accessible market data crucial for competitiveness. This project will focus on uncovering Hawai'i Island's unique market advantages and consumer preferences. By analyzing factors such as consumer demand trends, pricing information, and competitive market positioning, HIAP seeks to increase local farm growth and viability.

Amount of Other Funds Available:

State:            \$ \_\_\_\_\_

Federal:        \$ \_\_\_\_\_

County:        \$ 50,000

Private/Other: \$ \_\_\_\_\_

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

\$ 0

Unrestricted Assets:

\$ 139,182

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 60

City:

Ninole

State:

HI

Zip:

96773

Contact Person for Matters Involving this Application

Name:  
Dennis Flemming

Title:  
Executive Director

Email:  
dennis@hamakuainstitute.org

Phone:  
808-937-7372

Federal Tax ID#:

██████████

State Tax ID#

██████████



Dennis Flemming

Authorized Signature

Dennis Flemming, Executive Director

Name and Title

1-19-24

Date Signed



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:** HAMAKUA INSTITUTE

**DBA/Trade Name:** HAMAKUA INSTITUTE

**Issue Date:** 01/18/2024

**Status:** **Compliant**

Hawaii Tax#: [REDACTED]

New Hawaii Tax#:

FEIN/SSN#: XX-XXX4047

UI#: XXXXXX7413

DCCA FILE#: 246723

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

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


The undersigned authorized representative of the applicant certifies the following:

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

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

Dennis Flemming, Hamakua Institute  
(Typed Name of Individual or Organization)

	1/19/2024
(Signature)	(Date)

<u>Dennis Flemming</u>	Executive Director
(Typed Name)	(Title)

## 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



DENNIS FLEMMING, EXECUTIVE DIRECTOR

1/19/2024

AUTHORIZED SIGNATURE

PRINT NAME AND TITLE

DATE

## Application for Grants

*If any item is not applicable to the request, the applicant should enter “not applicable”.*

### **I. Certification – Please attach immediately after cover page**

#### **1. 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.

Compliance certificate is attached.

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

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

Signed declaration form 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](#).

Applicant specifies that the grant will be used solely for the public purpose of improving the State's agricultural economy and food security.

## **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;

The Hāmākua Institute, established in 2014, focuses on systems thinking and collective impact for improving peoples' lives in rural areas. Systems thinking allows for a deeper, more holistic understanding of social and economic problems while collective impact provides a framework for solving those problems, enabling the multi-stakeholder coordination and collaboration critical for system-level change to occur.

The Institute applies these approaches to the agricultural sector on Hawai'i Island by facilitating the Hawai'i Island Agriculture Partnership (HIAP), a collective impact partnership of more than 100 government agencies, businesses, farmers, nonprofits, and academia focused on increasing the growth and resiliency of the island's agricultural system. Through this partnership, the Institute led a study on behalf of HIAP and the Hawai'i Island Food Alliance (HIFA) to analyze key barriers limiting small farm growth and develop actions for addressing them. Outcomes of the study have been channeled into HIAP's action teams for further development and implementation.

With more than 40 years of combined experience in economic and community development, the Hāmākua Institute team has implemented agricultural market development projects in Africa, Latin America, and the South Pacific. They have designed public-private partnerships and economic development alliances totaling more than US\$250 million. Additionally, the team has spent much of the past decade working on collective impact initiatives by facilitating cross-sector, collaborative partnerships between government, business, and nonprofit stakeholders to improve economic development through increased agricultural employment and productivity.

2. The goals and objectives related to this request;

Funding requested is for HIAP's implementation of a Market Analysis and Development project on Hawai'i Island. This project would address a significant challenge for small to mid-sized farms on the island: the scarcity of accessible, detailed market data. Key types of market data that are often lacking yet crucial for these farmers include consumer demand trends, pricing information, competitive analysis of similar agricultural products, both locally and in export markets, and insights into emerging market niches.

This project will identify Hawai'i Island's comparative and competitive market advantages, the island's position in the broader regional and global market, and the evolving preferences of consumer tastes towards local and sustainable products. By analyzing these factors, HIAP aims to uncover areas where Hawai'i Island farmers can excel and differentiate themselves in today's market conditions.

A core component of this project is to analyze the demand for key crops produced on Hawai'i Island. This involves researching consumer behavior, identifying trends in food consumption,

both within the local community and in potential export markets, and determining the viability of introducing innovative, locally-produced goods. The project will assess the potential for value-added products that could be developed from existing agricultural commodities, thus increasing their market value and appeal.

By providing detailed market analysis and better understanding consumer demand, HIAP aims to empower local farmers with the tools and knowledge necessary to thrive in an increasingly competitive agricultural landscape. This project represents a critical step towards enhancing the profitability and resilience of Hawai'i Island's farms, ensuring they remain a cornerstone of the island's economy and culture.

### 3. The public purpose and need to be served;

The funding for HIAP's Market Analysis and Development project is critical in addressing the distinct needs of Hawai'i Island's agricultural sector, particularly small to mid-sized farms. These firms face a substantial challenge due to the lack of accessible, comprehensive market data, which is essential for making informed decisions and staying competitive. The absence of detailed consumer demand trends, pricing information, and competitive analysis has left many local farmers at a disadvantage, both within the state and in export markets.

HIAP's project is designed to fill this critical information gap. By identifying Hawai'i Island's comparative and competitive market advantages, such as the unique climatic conditions favoring certain crops and the island's strategic position in regional and global markets, the project will enable farmers to understand and leverage their strengths effectively. Understanding consumer preferences for local and sustainable products is another key aspect that this project aims to clarify. This information is vital for local farmers to adapt their practices and product offerings to meet current and emerging market demands.

Furthermore, the project's focus on analyzing the demand for new, value-added agricultural and food products will open up new avenues for local farmers. Researching consumer behavior and food consumption trends will provide insights into potential new products and markets. This aspect of the project is particularly significant in assessing the viability of innovative, locally-produced goods, which can enhance the market value and appeal of the island's agricultural commodities.

The overarching purpose of the project is to strengthen the economic vitality and sustainability of Hawai'i Island's agricultural sector. By equipping local farmers with detailed market analysis, the project seeks to empower them to thrive in a competitive landscape. The success of this project is expected to lead to enhanced profitability and resilience of the island's farms, which are integral to the economy and culture of Hawai'i Island.

### 4. Describe the target population to be served; and

The targeted beneficiaries of this project are the more than 2,600 small farms on Hawai'i Island. Indirectly, the project is intended to impact the broader community, including local businesses and residents who rely on agriculture for employment and local food security.

### 5. Describe the geographic coverage.

HIAP's focus is on serving the agricultural community throughout Hawai'i Island. This project would also support farmers in each district of the island including Hilo, Hāmākua, Kohala, Kana, Ka'u, and Puna.

### **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;

HIAP's Market Analysis and Development project will include creating a detailed database for market information HIAP members can access and conducting competitive and market trend analysis. Key activities for the project will consist of:

- Integrating agricultural data into an easily accessible, centralized platform for HIAP members;
- Gathering demand data for key agricultural value chains;
- Evaluating Hawai'i Island's agricultural strengths and market positions; and
- Analyzing consumer behavior and food consumption trends.

The project activities will begin with the Institute collaborating with HIAP member farmers and agricultural agencies to compile data on agricultural products and sales, culminating in a comprehensive database that will serve as a central resource for current and historical agricultural data on Hawai'i Island.

Following data collection, the Institute will facilitate shared analysis by HIAP teams to identify Hawai'i Island's unique market opportunities, competitive advantages, and areas for improvement. These teams will also complete market analysis by studying consumer behavior, global trends, and local economic indicators to anticipate shifts in agricultural product demand.

The next phase will focus on collecting demand data. Consumer surveys and focus groups will gather preferences and demand for new agricultural products, informing the identification of market gaps and opportunities. In parallel, a value-added product workshop will bring together farmers, agricultural experts, and food processors to brainstorm and formulate ideas for unique and marketable agricultural products.

Throughout the project, stakeholder engagement and feedback will be pivotal. Regular meetings and feedback sessions with farmers, business owners, and consumers will help ensure the strategies align with the evolving needs of Hawai'i Island's agricultural sector. The Institute's dedication to these activities, through HIAP, is aimed at fostering a data-driven, responsive agricultural environment, enhancing the economic viability and sustainability of the island's farms.

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

#### **Phase 1 (Months 1 – 4): Data Collection and Integration**



Objective: Establish a comprehensive database of agricultural sales and product data for HIAP members.

Summary of Activities:

- Month 1 – 2: Develop a data collection framework and identify key data points.
- Month 2 – 3: Collaborate with HIAP members, local farmers, and agricultural agencies to collect primary data and integrate with existing agricultural data sources.
- Month 3: Compile and organize collected data into a centralized database.
- Month 3 – 4: Begin preliminary analysis of the data to identify insights and trends.

### **Phase 2 (Months 5 – 8): Competitive and Market Trend Analysis**

Objective: Identify Hawai'i Island's agricultural strengths and market trends.

Summary of Activities:

- Month 5: Start shared analysis among HIAP teams, reviewing and comparing Hawai'i Island's agricultural market trends with state and national markets.
- Month 6 – 7: Complete market analysis by studying consumer behavior, global trends, and local economic indicators.
- Month 7 – 8: Explore diversification and niche market development opportunities based on analysis findings.

### **Phase 3 (Months 9 – 12): Consumer Demand Analysis**

Objective: Conduct thorough analysis to understand where Hawai'i Island grown products can fill unmet consumer demand.

Summary of Activities:

- Month 9: Initiate collection of demand data, including the design and distribution of targeted consumer surveys. This activity will also involve organizing focus group discussions to gain qualitative insights into consumer preferences and perceptions.
- Month 10 – 11: Integrate findings from surveys, market research, and focus groups to identify key trends in consumer demand. This stage includes facilitating a workshop with farmers, agricultural experts, and food processors to brainstorm marketable product ideas, based on the collected and summarized data.
- Month 11 – 12: Evaluate the market potential of Hawai'i Island grown and processed products filling the identified demand, considering factors such as production capabilities and market entry barriers.

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 Hāmākua Institute has established a comprehensive database of indicators to systematically monitor, evaluate, and enhance the outcomes of the Hawai'i Island Agriculture Partnership (HIAP) project. This database will serve as the foundation for guiding HIAP members in the selection and agreement of performance targets and indicators. These indicators are crucial for measuring progress against each project, outcome, and objective outlined in HIAP's strategic framework. A key feature of this system is a dynamic dashboard, which will be hosted on HIAP's website. This dashboard will display the selected indicators, allowing members to track progress in real-time. For each indicator, specific targets will be established and subjected to regular reviews by project teams. This process is designed to ensure effective coordination of plans and the exploration of synergies among various project components.

Throughout all project phases, the M&E database will continuously record the frequency and effectiveness of stakeholder engagement and feedback. Regular updates on stakeholder meetings, the incorporation of feedback, and strategy adjustments based on this feedback will be integral to the monitoring process.

4. List the measure(s) of effectiveness that will be reported to the State agency through which grant funds are appropriated (the expending agency). The measure(s) will provide a standard and objective way for the State to assess the program's achievement or accomplishment. Please note that if the level of appropriation differs from the amount included in this application that the measure(s) of effectiveness will need to be updated and transmitted to the expending agency.

The Hāmākua Institute will provide quarterly reports to the State that monitor the stated expenditures and activities of the project. Measures of progress in the reports will include:

**Phase 1 (Data Collection and Integration):**

- Number of Unique Agricultural Data Points Collected: Tracking various data points including agricultural products, sales, and distribution channels.
- Number of Data Sources: Tracking number of people and organizations from which agricultural data is collected, including local farms and agencies.

**Phase 2 (Competitive and Market Trend Analysis):**

- Number of potentially viable niche markets identified and documented.
- Number of competitive advantages identified and documented for Hawai'i Island's agriculture.
- Percentage completion of market trend analysis.

**Phase 3 (Consumer Demand Analysis):**

- Number of completed surveys and focus groups.
- Number of distinct consumer demand trends identified through analysis of survey data, market research findings, and focus group insights.
- Number of new market opportunities and products identified.
- Number of participants in demand analysis and the range of industry and stakeholder groups represented.

## **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](#))

Budget Forms are attached

- The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2025.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
12,500	12,500	12,500	12,500	50,000

- The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2025.

County of Hawaii	\$ 50,000
Western SARE	\$ <u>90,000</u>
	<u>\$140,000</u>

- 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.

No state or federal tax credits were applied for or received.

- 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.

Listed in the attached form of federal, state, and county government contracts, grants, and grants in aid.

- The applicant shall provide the balance of its unrestricted current assets as of December 31, 2023.

Unrestricted Current Assets as of 12/31/2023: \$139,182.90

## **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.

The Hāmākua Institute, with its established track record in market analysis and socio-economic development since 2016, brings decades of experience and expertise relevant to the proposed project. Over the years, the Institute has successfully forged public-private partnerships, implemented value chain analysis, and spearheaded community development initiatives across

diverse regions including West Africa, the South Pacific, and Latin America. Since 2018, the Institute's focus has increasingly shifted to local projects, beginning with an in-depth participatory community assessment in the Hāmākua region, followed by a detailed forestry value chain study for Kamehameha Schools. In late 2019, the Institute's role expanded as it was asked to convene and facilitate the Hawai'i Island Agriculture Partnership (HIAP). From 2020 onwards, the Institute has focused on supporting Hawai'i Island's agricultural sector and enhancing HIAP's collective action capabilities. This blend of global and local experience, coupled with a specific focus on agricultural market systems, ideally positions the Institute to deliver on the activities proposed in this application.

## **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.

The Hāmākua Institute is based at its dedicated office located at 34-4370 Pali Nana Road in Papa'aloa, situated on the Hāmākua Coast of Hawai'i Island. The office, strategically positioned along Highway 19, is equipped with essential amenities including electricity and high-speed internet. The facility houses two well-appointed offices, capable of accommodating five workstations. Additionally, the Institute has a 24-person meeting room, ideally configured to support the various training sessions and meetings outlined in this proposal.

## **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 Hāmākua Institute has an experienced team to support the proposed work. The team has been providing support to HIAP and engaging with its members for nearly five years, enabling them to build strong relationships and networks within the agricultural sector. The experience and qualifications of the team members are outlined below.

#### **Dennis Flemming, Executive Director**

Flemming has been a resident of Hawai'i Island since 1995. He has used the town of Ninole as his home base while commuting as project manager for a number of international development initiatives in the South Pacific and around the world. Before establishing the Hāmākua Institute, he spent three decades designing and implementing community programs in developing countries, acting as a consultant, trainer, and program manager within both the private and public sectors. He has served as a facilitator and architect of numerous multi-stakeholder development partnerships including: the Community Development Initiative (CDI) Foundation (a set of rural development programs in Papua New Guinea); the Angola Partnership Initiative (pairing private and public sector support for the reconstruction and development of Angola after 27 years of civil war); and the Niger Delta Partnership Initiative (a corporate social enterprise

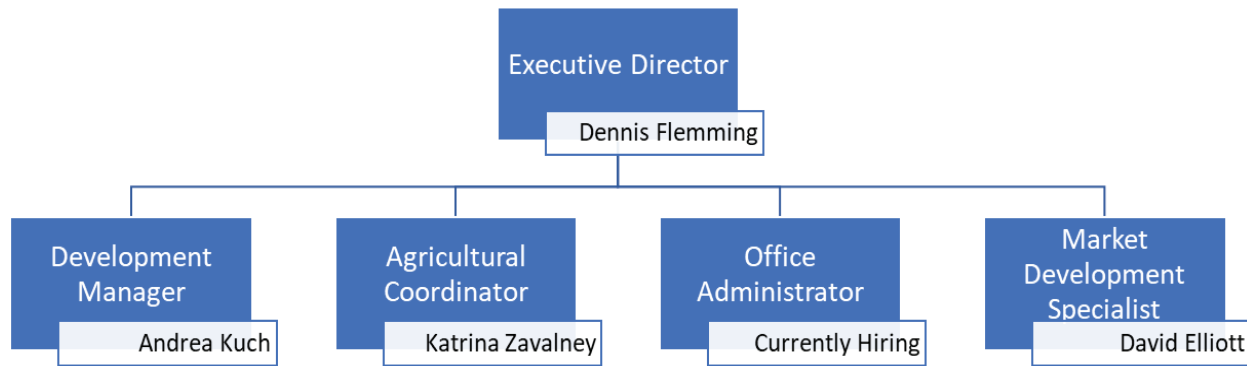
created to bring peace and development to the Niger Delta of Nigeria). Flemming holds an MSc in Sustainable Development from the University of London.

**Andrea Kuch, Development Manager**

With more than a decade of experience in corporate social investment and community development, Andrea has spent much of her career on project implementation, communication, and evaluation of social impact initiatives. She spent over seven years in the private sector, primarily supporting economic development and peace building work in Nigeria's Niger Delta region, and now serves as Development Manager for the Hāmākua Institute. Her focus is on developing and scaling new ideas, technologies, and platforms for community development and social progress. Andrea holds a Bachelor of Arts in International Relations and Communications from the University of San Diego and a certificate in Social Innovation from Stanford's Graduate School of Business.

**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	\$72,000 - \$84,000
Development Manager	\$66,000 - \$80,000
Market Systems Advisor	\$66,000 - \$80,000

## **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.

No litigation is pending.

### **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.

None is necessary for this planned program.

### **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.

The grant will NOT be used to support or benefit a sectarian or non-sectarian private educational institution.

### **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:


- (a) Received by the applicant for fiscal year 2024-25, but
- (b) Not received by the applicant thereafter.

The Hāmākua Institute is dedicated to ensuring the long-term sustainability of its market data collection and analysis initiatives, especially beyond the 2024-25 fiscal year. Central to this strategy is the Institute's commitment to working closely with key partners like the County of Hawai'i and Kamehameha Schools. These partnerships will be instrumental in exploring various avenues for funding. Adopting a multi-pronged approach, the Institute will not only continue to identify opportunities for federal grant funding from sources such as the USDA but will also place a significant emphasis on engaging private sector entities. Recognizing the value of the market data to both public and private stakeholders, the Institute will seek support from private sector sources who have a vested interest in the agricultural market data. This approach aims to diversify funding streams, combining traditional grant sources with private sector investment, to create a robust and sustainable model for ongoing market data initiatives that support the agricultural community on Hawai'i Island.

## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2024 to June 30, 2025

Applicant:   Hāmākua Institute  

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	34,200		34,200	
2. Payroll Taxes & Assessments	8,892		8,892	
3. Fringe Benefits	2,745		2,745	
TOTAL PERSONNEL COST	<b>45,837</b>		<b>45,837</b>	
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	1,400			
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies	2,763		2,000	
7. Telecommunication			1,600	
8. Utilities				
9. Transportation Costs			563	
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	<b>4,163</b>		<b>4,163</b>	
C. EQUIPMENT PURCHASES				
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
<b>TOTAL (A+B+C+D+E)</b>	<b>50,000</b>		<b>50,000</b>	
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	50,000	Dennis Flemming <span style="float: right;">808-937-7372</span>		
(b) Total Federal Funds Requested		Name (Please type or print) <span style="float: right;">Phone</span>		
(c) Total County Funds Requested	50,000			
(d) Total Private/Other Funds Requested		Signature of Authorized Official <span style="float: right;">Date</span>		
<b>TOTAL BUDGET</b>	<b>100,000</b>	Dennis Flemming, Executive Director		
		Name and Title (Please type or print)		





# BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2023 to June 30, 2024

Applicant:      Hāmākua Institute                     

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				
Not applicable				

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				
Not applicable				

# BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2024 to June 30, 2025

Applicant:     Hāmākua Institute    

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						
<b>TOTAL:</b>						
JUSTIFICATION/COMMENTS:						
Not applicable						

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

Applicant:     Hāmākua Institute    

Contracts Total:

290,000

	<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	Prepare Emergency Food Plan	Aug-Sep, 2021	Dept of Res & Dev	Hawaii County	50,000
2	Facilitate HIAP/BBRC Phase 2 Planning	Jan-Dec, 2022	Dept of Res & Dev	Hawaii County	90,000
3	Data Summary for Stakeholder Planning	Jun-Aug, 2022	Dept of Res & Dev	Hawaii County	25,000
4	Clusters of Opportunity Analysis	Apr-Dec, 2023	Dept of Res & Dev	Hawaii County	75,000
5	WaiWai Grant - HIAP Program	Jul 2023-Jun 2024	County Council	Hawaii County	50,000
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Application for Grant