

House District 38-42
Senate District 19 & 20

THE TWENTY-NINTH LEGISLATURE
APPLICATION FOR GRANTS
CHAPTER 42F, HAWAII REVISED STATUTES

Log No:

For Legislature's Use Only

Type of Grant Request:

- GRANT REQUEST - OPERATING GRANT REQUEST - CAPITAL

"Grant" means an award of state funds by the legislature, by an appropriation to a specified recipient, to support the activities of the recipient and permit the community to benefit from those activities.

"Recipient" means any organization or person receiving a grant.

STATE DEPARTMENT OR AGENCY RELATED TO THIS REQUEST (LEAVE BLANK IF UNKNOWN):

STATE PROGRAM I.D. NO. (LEAVE BLANK IF UNKNOWN):

1. APPLICANT INFORMATION:

Legal Name of Requesting Organization or Individual:
Db/a: SENIOR CARE FOUNDATION OF HAWAII
Street Address: 94-1035 LEIHAKU STREET
Mailing Address: WAIPAHU, HI-96797
P.O. BOX 971021
WAIPAHU, HI-96797

2. CONTACT PERSON FOR MATTERS INVOLVING THIS APPLICATION:

Name FIRMO DAYAO
Title EXECUTIVE DIRECTOR
Phone # 808-647-0405
Fax # _____
E-mail firmo@seniorcarefoundation.org

3. TYPE OF BUSINESS ENTITY:

- NON PROFIT CORPORATION INCORPORATED IN HAWAII
 FOR PROFIT CORPORATION INCORPORATED IN HAWAII
 LIMITED LIABILITY COMPANY
 SOLE PROPRIETORSHIP/INDIVIDUAL
 OTHER

6. DESCRIPTIVE TITLE OF APPLICANT'S REQUEST:

AFFORDABLE SENIOR IN-HOME CARE SERVICES

4. FEDERAL TAX ID #: _____
5. STATE TAX ID #: _____

7. AMOUNT OF STATE FUNDS REQUESTED:

FISCAL YEAR 2018: \$ 124,800

8. STATUS OF SERVICE DESCRIBED IN THIS REQUEST:

- NEW SERVICE (PRESENTLY DOES NOT EXIST)
 EXISTING SERVICE (PRESENTLY IN OPERATION)

SPECIFY THE AMOUNT BY SOURCES OF FUNDS AVAILABLE AT THE TIME OF THIS REQUEST:

STATE \$ _____
FEDERAL \$ _____
COUNTY \$ _____
PRIVATE/OTHER \$ 182,880

TYPE _____ TITLE _____

FIRMO DAYAO, EXEC. DIRECTOR JAN. 20, 2017



APPLICATION FOR GRANTS

I. BACKGROUND AND SUMMARY

1. A BRIEF DESCRIPTION OF THE APPLICANT'S BACKGROUND.

The SeniorCare Foundation of Hawaii was established in Waipahu, Hawaii on October 28, 2013 and was granted a 501© (3) tax-exempt status on September 9, 2014. Its mission is to educate, support, and provide affordable senior in-home care services allowing seniors to live independently in the comfort of their own home and community, instead of an assisted living complex or nursing home.

2. THE GOALS AND OBJECTIVES RELATED TO THE REQUEST.

SeniorCare Foundation offers its in-home care services to Seniors with gross income of \$18,000 to \$30,000 a year. In 2013 ESRI reported that there were 481 seniors aged 65 years and above, with income of \$15,000 to \$35,000, who live within a one-mile radius of Waipahu, and 1440 seniors, aged 65 years and above, with income of \$15,000 to \$35,000, who live within a three-mile radius of Waipahu.

A majority of these seniors urgently need some in-home care services. Our mission is to provide affordable senior in-home care services, allowing seniors to live independently in the comfort of their homes and community. The average annual cost of one nursing home resident in Hawaii is \$141,310 (private room). The average annual cost for non-medical in-home care is \$49,920. From those figures, one could see that in-home care is much more cheaper and more affordable to low-income seniors.

The demand for affordable in-home care services is great in Leeward and Central Oahu, but the supply is very limited. Most family members are getting involved in caregiving, even without proper training and instruction. Thus, in 2013, then Governor Neil Abercrombie requested for the Executive Office of Aging to expand the state's healthcare and social support resources according to Hawaii NewsNow, dated January 20, 2014. It further reported, "We're heading for a perfect storm, there are record numbers of people going to become seniors", as described by Representative Gregg Takayama for Pearl City, Waimalu, and Pacific Palisades. House Bill 1713 asks for \$500,000 to launch an awareness campaign to educate seniors about the need to save for long-term care.

3. THE PUBLIC PURPOSE AND NEED TO BE SERVED.

SeniorCare Foundation aims at filling the need of Seniors in the Waipahu and neighboring areas for affordable in-home care. Families who are currently burdened in taking care of their elderly loved ones need trained personnel to assist them in this chore at an affordable price. This is especially true if one considers the cost of elderly care in nursing homes and/or other facilities. According to a report by

Genworth Financial Services, the 2016 annual average cost of elderly care in Hawaii is as follows: \$49,920, annual cost of in-home care; \$129,595, annual cost of nursing home care (semi-private room); and \$141,310, annual cost of nursing home care (private room).

Our Foundation's mission of providing affordable in-home care to the elderly brings numerous benefits to the family and to the community as a whole. Several studies have found that the overwhelming majority of seniors – 89 percent, according to an AARP survey, for example – want to age in their own homes for as long as possible. The decision-makers in their lives, usually spouses or other family members, support the choice 76 percent of the time, according to a survey sponsored by Home Instead Senior Care.

4. DESCRIBE THE TARGET POPULATION TO BE SERVED.

Waipahu and its surrounding communities are the focus areas of the Foundation's activities. The current population of Waipahu within a one-mile radius is 30,459, and this increases to 98,713 within a three-mile radius. The average annual growth rate in population has been minimal. Similarly, households followed suit, with 7,929 within a one-mile radius and 26,611 within a three-mile radius. The median household income was reported at \$84,394 within a one-mile radius and \$78,601 within a three-mile radius. Within a one-mile radius, 6.9% earn between \$100,000 and \$149,999.

With the increasing number of seniors and the elderly in our focus area and the high price of caring, the burden of caregiving falls primarily on the family. As a result, a significant percentage of family caregivers report feeling burdened. According to various studies, more than two-thirds of caregivers report having physical difficulties (caregiving requires too great a physical effort and adversely affects their health), more than two-thirds report that their social and leisure activities have suffered (caregiving leaves the caregivers little time for themselves or their family), over 90% of caregivers report emotional stress (caregiving increases tensions in the caregiver's own home, or the relative's condition worries and upsets the caregiver).

5. DESCRIBE THE GEOGRAPHIC COVERAGE.

According to the U.S. Census Bureau released on June 26, 2016, the elderly population, those 65 years and above, accounted for 16.5% of the total population of Hawaii in 2015. This segment of the population grew from 195,138 on April 1, 2010 to 236,914 on July 1, 2015, an average annual growth rate of 3.8%. The elderly population in Hawaii grew about 4 times faster than the total population which increased over the same time period by 1.0% annually. One of the highest percentage of seniors is living in the city and county of Honolulu, with 16.2% of the population, or a total of 161,791.

In 2013, ESRI reported that there were 481 seniors aged 65 years and above, with income of \$15,000 to \$35,000, who live within a one-mile radius of Waipahu, and 1440 seniors, aged 65 years and above, with income of \$15,000 to \$35,000, who lives within a three-mile radius of Waipahu.

II. SERVICE SUMMARY AND OUTCOMES

1. DESCRIBE THE SCOPE OF WORK, TASKS AND RESPONSIBILITIES

The goal of SeniorCare Foundation is to improve the quality of a senior's lifestyle by educating, supporting, and providing affordable in-home care services, where family, friends and charitable organizations can donate/support a loved elderly's ability to obtain and secure life in their own home. In the next three years, our objective is to engage 20 new clients in 2017, 18 clients by 2018, and 21 new clients by 2019.

Our care services to a senior client are designed to help seniors remain in their home through a low-cost plan. Our typical low-cost plan charges \$24.00 an hour for in-home care services. For an 8-hour care a day, the client is charged \$192/day, or \$960 for a five-day week, or \$49,920 for a 52-week year. However, the client only pays one-half or \$24,960 for a yearlong of care services. The other half (\$24,960) will be paid by grants, donations or gifts.

We are asking for a grant of \$124,800 to pay for the yearlong care of four seniors, 2 from Senate District 19 and 2 from Senate District 20. These four new clients will be part of the 18 clients that we aim to engage in 2018. Each new client pays from his/her pocket one-half of \$49,920 for a one-year in-home care. Thus, the one-year care of 4 clients would be \$99,840.

These four new clients will be selected based on two important factors: economic hardship and the seriousness of the physical/mental health of the client. To determine who these four beneficiaries would be, we will depend on the professional advice of a social worker and of medical professionals. The grant that we are applying for will be spent for the care of four seniors from July 1, 2017 to June 30, 2018.

2. PROVIDE A PROJECTED ANNUAL TIMELINE FOR ACCOMPLISHING THE RESULTS OR OUTCOMES OF THE SERVICE.

To achieve our stated goal of finding and choosing the four qualified elderly beneficiaries of a yearlong in-home care, hereunder is our action plan:

New Business Acquisition Strategies and Tactics:

- a. Exceed SeniorCare Foundation quota.

Send no less than 50 letters of introduction to new prospects each week, make no less than 50 cold calls of introduction to new prospects each week, make no less than 20 face-to-face contacts with new prospects each week, create no less than 10 proposals each week, make no less than five presentations each week;

- b. Increase awareness in the marketplace of SeniorCare services and solutions.

Join and participate in no less than three professional associations and organizations that our best prospects and customers belong to, attend any and all trade shows and conventions that our best prospects and customers attend, purchase the mailing list of these associations and organizations and send either a postcard or a letter of introduction, on a regular basis contribute articles and white papers that address the interest and concerns of this population.

- c. Increase awareness in the community of SeniorCare services and solutions.

Attend all Chamber of Commerce networking events, volunteer to speak at no less than 12 various organizations in Waipahu and neighboring communities that have an interest in our service and solutions, volunteer time at three nonprofit organizations, join and participate in no less than three networking groups.

- d. Obtain referrals from all SeniorCare new and old clients.

Within 30 days of delivering our service and solutions, our caregivers will ask each of our new clients for at least three names and phone numbers of someone they personally know who may have a use for our services and solutions.

3. DESCRIBE ITS QUALITY ASSURANCE AND EVALUATION PLANS FOR THE REQUEST. SPECIFY HOW THE APPLICANT PLANS TO MONITOR, EVALUATE, AND IMPROVE THEIR RESULTS.

Our grant request of \$125,000, if approved, would help pay for four in-home care elderly clients for a whole year: 8 hours a day, 5 days a week, 52 weeks a year. Two of these prospective clients will come from Senate District 19 and the other two will come from Senate District 20. The two most important factors to be considered would be economic hardship and gravity of the need for in-home care based on physical or mental health. In choosing these four beneficiaries, we would depend largely on the professional guidance and input of a social worker and a medical professional whose services will be engaged by the Foundation.

To ensure that the proper and appropriate caregiving services are given to the four beneficiaries, there would be certified caregivers assigned to each of them. Supervising over these caregivers and evaluating them regularly on how they deliver the services, there would be a Program Supervisor who keeps track of the performance of the caregivers. Aside from the regular duties of supervising the performance of the caregivers, the Program Supervisor receives, investigates and makes decisions on complaints and/or concerns of the elderly or senior clients and their families regarding the services rendered by caregivers.

The Program Supervisor is responsible in making monthly evaluations of the caregivers under his/her jurisdiction. To achieve this, the Supervisor makes a monthly visit to the homes of the client and interviews the client and the members of the family who may be living with the client. This evaluation, which includes the recommendations of the Supervisor, would be submitted to the Executive Director of the Foundation for his information and guidance.

4. LIST THE MEASURES OF EFFECTIVENESS THAT WILL BE REPORTED TO THE STATE AGENCY THROUGH WHICH GRANT FUNDS ARE APPORPRIATED.

- a. Economic Hardship of the Client.
Before an elderly or senior is approved as a beneficiary of the in-home care services, an evaluation of his/her financial situation is made;
- b. Physical/Mental condition of the client.
The urgency of the need for caregiving is also evaluated when choosing the beneficiary of the grant money.
- c. Quarterly evaluation of the Client's eligibility to receive the benefit.
Basing his decision on the recommendations of the Certified Caregiver and of the Program Supervisor, the Executive Director would make the final decision on the initial and continuing eligibility of the client to receive the benefit.

III. FINANCIAL

1. BUDGET

See attached Budget Form.

2. ANTICIPATED QUARTERLY FUNDING REQUESTS FOR FY 2018

Quarter 1 : \$31,200
Quarter 2 : 31,200
Quarter 3 : 31,200
Quarter 4 : 31,200
Total Grant: \$124,800

3. LIST OF ALL OTHER SOURCES OF FUNDING SOUGHT FOR FY 2018

SeniorCare Foundation of Hawaii submitted a grant request for \$124,800 to the Grants-in-Aid Program of the City and County of Honolulu on November 14, 2016. At the moment, the grant request is being processed and we expect to hear a response from the City and County of Honolulu in the next 4 months.

4. LIST OF STATE & FEDERAL TAX CREDITS GRANTED AND APPLIED FOR

SeniorCare Foundation of Hawaii, within the prior three years, has not received any state and federal tax credits.

SeniorCare Foundation of Hawaii, within the prior three years, has not applied for nor anticipates applying for any state and federal tax credits pertaining to any capital project.

5. LIST OF FEDERAL, STATE, AND COUNTY GOVERNMENT CONTRACTS AND GRANTS.

SeniorCare Foundation of Hawaii does not have nor will be receiving federal, state, and county government contracts and grants for program funding.

6. BALANCE OF ITS UNRESTRICTED CURRENT ASSETS AS OF DECEMBER 31, 2016.

SeniorCare Foundation of Hawaii does not have a balance of unrestricted current assets as of December 31, 2016.

IV. EXPERIENCE AND CAPABILITY

A. NECESSARY SKILLS AND EXPERIENCE.

Hiroko Nakasone, the Founder and Chairman of the Board of SeniorCare Foundation of Hawaii, has more than 15 years experience caring for the elderly in their own homes and has been successful in caring for up to 35 in-home care clients as a former owner of the Hawaii franchise of "Home Helpers", a national for-profit in-home care due to illness before he died in 2004. It was when Mrs. Nakasone owned and operated the Hawaii franchise of "Home Helpers" that she

realized and decided to organize and establish the nonprofit SeniorCare Foundation in Waipahu because she saw first-hand the difficulties of some families to provide in-home care for their elderly, either because of their financial circumstances or the time constraints due to their work and family obligations.

Currently, Hiroko Nakasone continues to provide personal visitation and assistance care to Seniors with basic daily needs in Waipahu and neighboring communities. She also volunteers at "Helping Hands", a community organization with a humanitarian mission, is a member of the Honolulu Japanese Chamber of Commerce and is an active member of the Church of Jesus Christ of Later Day Saints.

Hiroko Nakasone has trained many in-home caregivers in the main duties of providing care to the elderly, such as personal care (bathing, getting dressed, taking a walk), friendly visiting, vital continuity (making sure the client takes medication, and assistance in getting to a doctor's appointment), and housekeeping duties (laundry, cooking, and keeping the home clean).

The members of the Board of Directors have varied experiences and skills, including bookkeepers, business consultants, Labor leader, and retired federal government employees. The Foundation has also retained the services of a Medical Doctor and Registered Nurse. Above all, the Foundation has an ample number of certified caregivers who are available for assignment to give in-home care to its clients.

B. FACILITIES.

SeniorCare Foundation does not have any facilities because it provides in-home care services to clients in their own homes.

V. PERSONNEL: PROJECT ORGANIZATION AND STAFFING

A. PROPOSED STAFFING, STAFF QUALIFICATIONS, SUPERVISION AND TRAINING.

At the moment, the Foundation has professional consultants in its organizational structure: Dr. Carolina Davide, a medical doctor, and Dorothy Jones, a registered Nurse.

We plan to increase our certified nurse assistants to 16 in 2017. We also expect to add 11 certified nurse assistants in 2018, and an additional 15 in 2019.

One of the essential requirements of our nurse assistants is that they are certified by the appropriate licensing agency. Our commitment to our certified nurse assistants will undergo an annual refresher training to keep them updated on the latest caregiving techniques

B. ORGANIZATION CHART

SeniorCare Foundation of Hawaii
Board of Directors

Executive Director

Operations Manager

Doctor & Nurse

Program Supervisor

Certified Nurse Assistant

C. COMPENSATION

Executive Director: \$36,000/yr.

Program Supervisor: \$30,000/yr.

Certified Nurse Asst: \$24,000/yr

VI. OTHER

A. LITIGATION

SeniorCare Foundation of Hawaii does not have and pending litigation to which it is a party.

B. LICENSURE OR ACCREDITATION

M.D. Doctor of Medicine

R.N. Registered Nurse

C.N.A Certified Nursing Assistant

C. PRIVATE EDUCATIONAL INSTITUTIONS

SeniorCare Foundation of Hawaii certifies that, if its grant request is approved, the grant funds will not be used to support or benefit a sectarian or non-sectarian private educational institution.

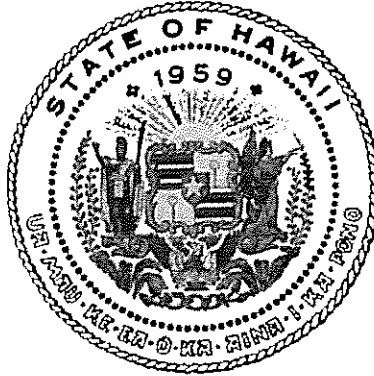
D. FUTURE SUSTAINABILITY PLAN.

Whether SeniorCare Foundation of Hawaii receives a Grant from the State in FY 2017-2018 or does not receive a Grant in succeeding years, it will rely primarily on fundraising proceeds, government grants, private gifts and grants.

Our fundraising proceeds will continue every year from different sources: Mailers, Professional fundraisers, crowdfunding and related activities. Matching donations programs, fundraising events/classes, emails/website creation strategies and existing client families.

E. CERTIFICATE OF GOOD STANDING.

SEE ATTACHED COPY.



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

SENIORCARE FOUNDATION

was incorporated under the laws of Hawaii on 10/28/2013 ;
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: November 14, 2016

Director of Commerce and Consumer Affairs



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

The undersigned authorized representative of the applicant certifies the following:

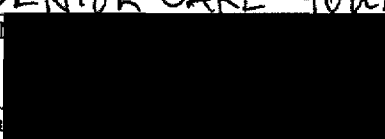
- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide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

- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided.

- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
 - b) Has a governing board whose members have no material conflict of interest and serve without compensation.

Pursuant to Section 42F-103, Hawaii Revised Statutes, for grants used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant was awarded and disposes of the land in fee simple or by lease, the organization shall negotiate with the expending agency for a lump sum or installment repayment to the State of the amount of the grant used for the acquisition of the land.

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

SENIOR CARE FOUNDATION OF HAWAII
(Typed Name)  _____
(Signature) JAN. 20, 2017
(Date) _____
FIRMO DAYAO EXECUTIVE DIRECTOR
(Typed Name) (Title)