

**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:

Maika'i Health Corporation

Amount of State Funds Requested: \$ 300,000

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

To expand access to affordable and quality primary medical, dental, and pharmacy services for the socioeconomically underserved East Hawaii Island residents. Primarily focusing on residents of public housing, as wells as QUEST insured and under- and uninsured residents.

Amount of Other Funds Available:

State: \$ _____

Federal: \$ _____

County: \$ _____

Private/Other: \$ _____

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

\$ 0

Unrestricted Assets:

\$ 622,187.⁰⁰

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:

868 Ululani Street, Suite 102

City: State: Zip:
Hilo HI 96720

Contact Person for Matters Involving this Application

Name: Dr. Misty Pacheco	Title: Acting Chief Executive Officer
Email: misty.pacheco@maikaihealth.org	Phone: 808-854-4580

Federal Tax ID#: [REDACTED]	State Tax ID# [REDACTED]
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Authorized Signature

Misty Pacheco, Acting CEO

Name and Title

15 January 2020

Date Signed

received
1/12/20 Dr. 10:15 am

Application Submittal Checklist

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

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



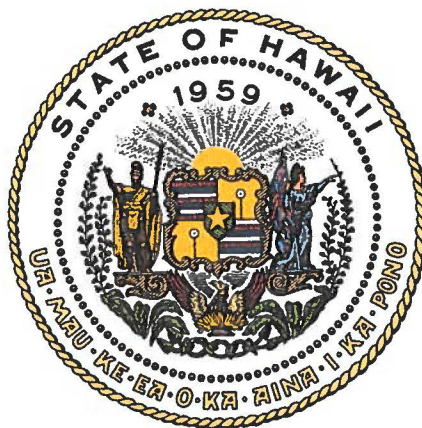
Misty Pacheco, Acting CEO

January 16, 2020

AUTHORIZED SIGNATURE

PRINT NAME AND TITLE

DATE



Department of Commerce and Consumer Affairs

CERTIFICATE OF GOOD STANDING

I, the undersigned Director of Commerce and Consumer Affairs of the State of Hawaii, do hereby certify that

MAIKA'I HEALTH CORPORATION

was incorporated under the laws of Hawaii on 10/07/2019 ; that it is an existing nonprofit corporation; and that, as far as the records of this Department reveal, has complied with all of the provisions of the Hawaii Nonprofit Corporations Act, regulating domestic nonprofit corporations.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Department of Commerce and Consumer Affairs, at Honolulu, Hawaii.

Dated: January 08, 2020

Director of Commerce and Consumer Affairs



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

The undersigned authorized representative of the applicant certifies the following:

- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii 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.

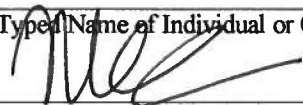
- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
 - b) Has a governing board whose members have no material 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.

Maika'i Health Corporation

(Typed Name of Individual or Organization)


(Signature)

1-16-20
(Date)

Dr. Misty Pacheco

Acting CEO

(Typed Name)

(Title)

Application for Grants

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

I. Certification – Please attach immediately after cover page

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

Certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2019 attached.

2. Declaration Statement

Declaration statement affirming its compliance with Section 42F-103, Hawaii Revised Statutes attached.

3. Public Purpose

Maika'i Health Corporation confirms that the funding from this grant opportunity will be used for a public purpose pursuant to Section 42F-102, Hawaii Revised Statutes.

II. Background and Summary

1. Applicant's Background

Maika'i Health Corporation (Maika'i Health) is a Hawai'i registered non-profit corporation and subsidiary of Hui Kahu Mālama, a Hawai'i non-profit corporation, recognized as an IRS Section 501(c)(3) non-profit corporation. Established by a group of Hawaii Island private practice medical providers under the Hui Kahu Mālama, Maika'i Health was established in 2019 to further expand health care access for all in East Hawai'i. Maika'i Health, assumed management of a private outpatient medical clinic that has been in practice for over 34 years in Hilo and is converting the private practice into a non-profit community health center and expanding its services to include dental and pharmacy services.

The Mission of Maika'i Health is "to be the patient-centered healthcare home that is accessible for all and be the center of healthcare learning excellence in East Hawai'i".

2. Goals and Objectives (related to request)

The funding support through the Grant-in-Aid will advance Maika'i Health's expansion to increase access to health care services for the medically underserved in East Hawaii, with a special focus on public housing residents.

The goal for this request is to expand outreach and access to affordable outpatient primary medical and dental care for socioeconomically disadvantaged East Hawai'i residents, with a specific focus on public housing residents.

The goal will be achieved by the following objectives:

- Advancing the partnership collaboration with the Hawai'i Public Housing Authority to effectively outreach to public housing residents in East Hawai'i,
- Facilitate ease of access to health care services for residents, which may include transportation assistance and/or telehealth services, and
- Expanding clinic services to include preventive dental care and pharmacy dispensing.

3. Public Purpose and Need to be Served

The purpose of this grant is to support facilitate the expansion of outpatient health services for the medically underserved in East Hawai'i, specifically focusing on easing access to timely health care services for public housing residents.

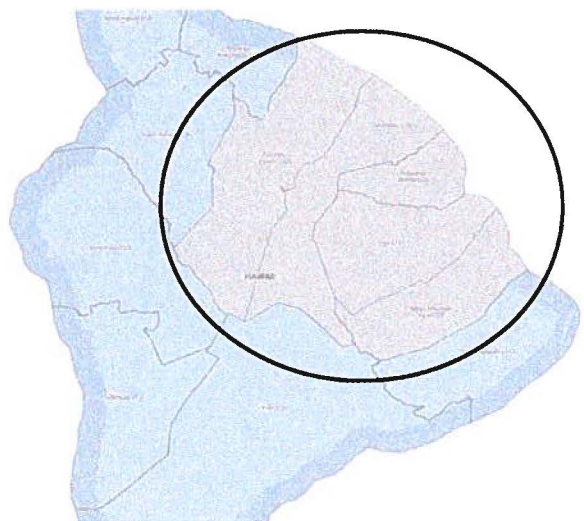
4. Target Population to be Served

The program's target population is the residents of East Hawai'i – lower Hāmākua, Hilo, and upper Puna districts – who are medically underserved, living in poverty, and/or are public housing residents. According to the U.S. Census, there are currently 37,676 residents in our target population who are living 185% below Federal Poverty Level (FPL), and if those 35,345 are either uninsured or are Med-Quest/Medicare recipients. In addition, there are 370 family public housing units located in East Hawai'i that no health care organization has directly engaged to expand access to care.

5. Geographic Coverage

Maika'i Health's primary market comprises of three of the nine Hawai'i County Districts – Hilo, Hāmākua, and Puna. The geographic region is a federally designated Health Professional Shortage Area (HPSA) and Medically Underserved Area/Population (MUA/P).

According to the U.S. Census, the estimated population of the target region is 93,328, with a median household income of \$50,321, and 20% of the population living below 150% and below FPL.



III. Service Summary and Outcomes

1. Scope of Work, Tasks and Responsibilities

This GIA request is for \$300,000 and will cover a portion of the staffing cost of hiring a dentist, pharmacy technician, and public housing care coordinator. The funds will also help to support the salary cost of the residency coordinator and programs/care coordination specialist.

- The dentist and pharmacy technician will be responsible for establishing dental and pharmacy services and coordinating with the programs/care coordination specialist to growth these services, including outreaching to the underserved populations and public housing residents.
 - Directly outreaching in the public housing communities via events, community meetings, focus groups, and other direct contact opportunities.
 - Source opportunities to ease access to health care services for the underserved populations, ie. Telehealth, alternative options for transportation, ie. Uber vouchers, etc.
 - Source and advance viable options to provide high demand health care services to public housing residents within their own community.
- The public housing coordinator, in collaboration with the CEO, CMO, dentist, and programs/care coordination specialist, will advance the partnership arrangement and develop appropriately targeted programs for East Hawaii's public housing residents.
- The programs/care coordination specialist will work with internal clinical teams and external social service and other organizations to develop and/or expand on opportunities to further expand access to affordable and comprehensive health care services for East Hawai'i community members, with a special focus on public housing residents.

2. Projected Annual Timeline

- The staff dentist and pharmacy technician will be hired by August 1, 2020.
 - It is expected that dental service expansion will be completed and the dentist will be providing services by December 31, 2020.
 - Pharmacy services will be added to scope by August 1, 2020 and the pharmacy technician will be able to start dispensing by December 31, 2020.
- Discussions for a robust collaboration with the Hawai'i Public Housing Authority are already underway and we expect to finalize our arrangement and start providing outreach and other targeted health care services to public housing residents by November 1, 2020. However, sourcing of potential options to further expand access to health care services, ie. Telehealth, transportation assistance, etc... will be on-going.

3. Quality Assurance and Evaluation

Maika'i Health will continually monitor and assess timeliness of activities and quality through specific benchmarks tied to patient growth, staff and patient satisfaction, and development and growth of new programs and services (dental, pharmacy, telehealth, etc.). Evaluation will be accomplished internally through assessments and externally through stakeholder partner discussions and interviews and patient surveys. Outcomes will be evaluated and programs and services will be adjusted as necessary, and resources allow, to ensure quality of care.

4. Measure(s) of Effectiveness

The following outcomes are expected from this program.

- Dental care and pharmacy services added to spectrum of offered by health center.
- At least ten (10) direct outreach activities in public housing communities, these include community events, focus groups, home visits, and other activities that facility face-to-face contact with public housing residents.
- A patient population growth of 15% with at least twenty percent (20%) of the patient composition comprises of public housing residents.

IV. Financial**Budget**

1. **Required budget forms are attached.**
2. **Anticipated Quarterly Funding Requests for the Fiscal Year 2021**

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$75,000	\$75,000	\$75,000	\$75,000	\$300,000

3. **The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2021.**

Maika'i Health will seek other sources of funding to fulfill its goals for sustainability and growth. The organization has submitted a package for federal rural clinic recognition and expects to submit grant requests to private and public foundations in 2020 and 2021 to support its strategy for growth.

4. No federal or state tax credits associated with the program request.
5. No federal, state, and county government contracts, grants, and grants in aid it was granted within the prior three years and does not anticipate receiving any for fiscal year 2021 for program funding.

6. Balance of Unrestricted Assets as of December 31, 2019:

\$622,187.00

V. Experience and Capability

1. Necessary Skills and Experience

Although relative new to the market, Maika'i Health has the necessary skills and dedication to effectively manage this program and ensure sustained growth. As of February 1, 2020, Maika'i Health will comprise of five (5) paid staff members (including two providers, a nurse, and administration staff) who previously donated their time to establishing Maika'i Health. In addition, Maika'i Health will have six (6) health care professionals who will continue volunteering their time to ensure Maika'i Health grows and succeeds in its mission. By the end of this program year, Maika'i Health expects to retain thirteen (13) paid staff and six (6) professional volunteers.

Chief Executive Officer (Acting): Has over fifteen year experience in public health and administration of developing, implementing, and providing compliance oversight of community-based programs.

Chief Medical Officer: Is a certified and licensed provider in the State of Hawaii and has over 34 years of experience providing primary medical care in East Hawai'i.

2. Facilities

Maika'i Health's assumed a private practice clinic that consists of four medical exam rooms, a reception area, and office. This clinic is located in the heart of Hilo and has room for growth. This clinic will continue as Maika'i Health's primary care location and Maika'i Health is in discussions with a dentist who is planning on retiring and wants to donate his practice to Maika'i Health. We anticipate that acquiring this secondary location right up the street of the primary clinic will be successful and finalized by June 2020. This secondary clinic location will house Maika'i Health's dental practice and pharmacy services.

VI. Personnel: Project Organization and Staffing

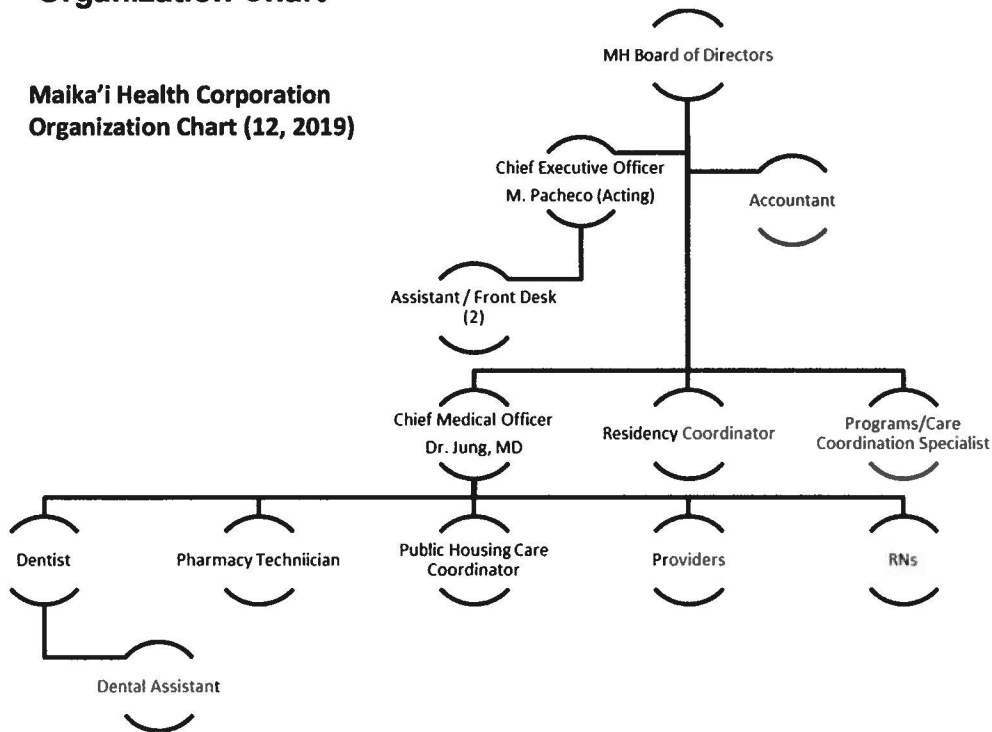
1. Proposed Staffing, Staff Qualifications, Supervision and Training

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.

By the end of this program year, Maika'i Health expects to have a total of twelve (13) paid staff members, in addition to its volunteers. The staffing structure will consist of one (1) MD who will also be the Chief Medical Officer, one (1) APRN, two (2) nurses, (1) dentist, (1) dental assistant, one (1) programs/care coordination specialist who will provide monitoring and regular reporting to ensure quality assurance, one (1) residency coordinator who works with the University of Hawaii to grow residency partnership with the clinic, one (1) accountant, one (1) pharmacy technician, one (1) public housing care coordinator will lead activities to engage public housing residents to access health care services, and two (2) front desk/assistant.

2. Organization Chart

**Maika'i Health Corporation
Organization Chart (12, 2019)**



3. Compensation

Maika'i Health Corporation is newly established by a group of eleven (11) professionals with extensive experience in the health care sector who have been volunteering their time to ensure Maika'i Health has a strong foundation for growth and sustainability. Maika'i Health expects to retain several of the volunteers as paid staff in February 2020. The following is the expected compensation for the top three positions.

- Chief Executive Officer, \$80,000 per annum.
- Chief Medical Officer, \$120,000 per annum.
- Dentist, \$100,000 per annum.

VII. Other

1. Litigation

No active or pending litigation.

2. Licensure or Accreditation

Maika'i Health is licensed in the State of Hawai'i and its medical providers are licensed in the State of Hawai'i.

3. Private Educational Institutions

Not applicable.

4. Future Sustainability Plan

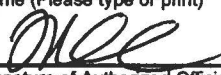
Maika'i Health will not request future GIA funding for the positions requested in this application.

Operational funding will be supported by patient revenues and other program contracts to serve the health care needs of special populations and the underserved. Receiving this GIA funding will support the hiring of staff needed to grow the health center and its programs to meet its goals and objectives in the coming year. If Maika'i Health does not receive GIA funding for this program, the hiring of the dentist and pharmacy technician will be delayed and the opportunity to secure the donation of a dental practice and adding dental and pharmacy services to our scope of services will be jeopardized.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2020 to June 30, 2021

Applicant: Maika'i Health Corporation

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	250,000			
2. Payroll Taxes & Assessments	18,525			
3. Fringe Benefits	31,475			
TOTAL PERSONNEL COST	300,000			
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies				
7. Telecommunication				
8. Utilities				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES				
C. EQUIPMENT PURCHASES				
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)	300,000			
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	300,000	Dr. Misty Pacheco	(808) 854-4580	
(b) Total Federal Funds Requested	0	Name (Please type or print)	Phone	
(c) Total County Funds Requested	0			15-Jan-20
(d) Total Private/Other Funds Requested	0	Signature of Authorized Official		Date
TOTAL BUDGET	300,000	Dr. Misty Pacheco Acting CEO		
		Name and Title (Please type or print)		

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2020 to June 30, 2021

Applicant: Maika'i Health Corporation

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

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

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2020 to June 30, 2021

Applicant: Maika'i Health Corporation

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2018-2019	FY: 2019-2020	FY:2020-2021	FY:2020-2021	FY:2021-2022	FY:2022-2023
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:						
JUSTIFICATION/COMMENTS:						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Maika'i Health Corporation

Contracts Total: -

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1	Not Applicable.				
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