

**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:

Aloha Harvest

Amount of State Funds Requested: \$ 250,000

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

This proposal is to develop the workforce and capabilities that will support the Food Resilience Hub, which will scale the impact of our mission by processing larger volumes of food, developing new programs, working with more community partners, and serving even more people in need. Establishing a Food Resilience Hub will address both the immediate impacts and longer-term recovery from the Coronavirus pandemic, and is aligned with the Hawaii 2050 Sustainability Plan and current Legislative priorities (Food Security, Economic Recovery, Environment and Climate Change).

Amount of Other Funds Available:

State: \$ 0

Federal: \$ 0

County: \$ 200,000

Private/Other: \$ 375,000

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

\$ 280,000

Unrestricted Assets:

\$ 1,386,549

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:

3599 Waialae Avenue, Suite 23

City: Honolulu State: HI Zip: 96816

Contact Person for Matters Involving this Application

| | |
|---------------------------------|------------------------------|
| Name: Phil Acosta | Title: Executive Director |
| Email: phil@alohaharvest.org | Phone: (808) 208-4307 |

| | |
|--------------------------------|-----------------------------|
| Federal Tax ID#: [REDACTED] | State Tax ID# [REDACTED] |
|--------------------------------|-----------------------------|

Augustus Acosta

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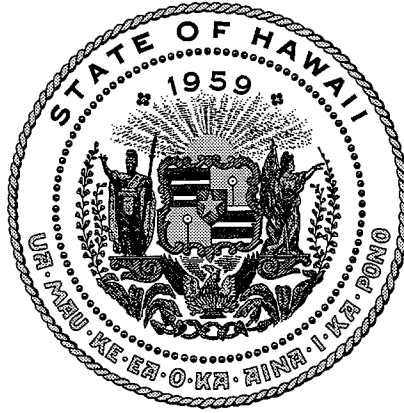
"Phil" Augustus Acosta/Executive Director

1/21/2022

Authorized Signature

Name and Title

Date Signed



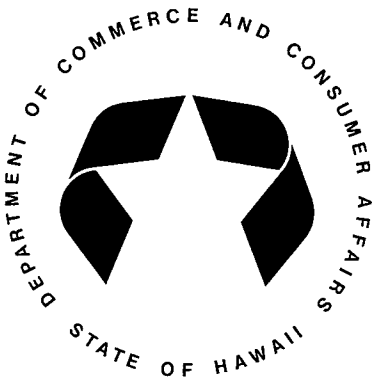
Department of Commerce and Consumer Affairs

CERTIFICATE OF GOOD STANDING

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

ALOHA HARVEST

was incorporated under the laws of Hawaii on 08/26/1999 ; that it is an existing nonprofit corporation; and that, as far as the records of this Department reveal, has complied with all of the provisions of the Hawaii Nonprofit Corporations Act, regulating domestic nonprofit corporations.



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

Dated: January 17, 2022

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.

Aloha Harvest

(Typed Name of Individual or Organization)

Augustus Acosta

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1/21/2022

(Signature)

(Date)

Augustus Acosta

Executive Director

(Typed Name)

(Title)



January 21, 2022

To: House of Representatives Committee on Finance
Senate Committee on Ways and Means
Hawaii State Capitol
415 S. Beretania Street, Rm. 306
Honolulu, HI 96813

Subject: State Grant-In-Aid

Aloha Chair Luke and Chair Dela Cruz,

This letter is to verify that the funds requested through this GIA will be used for public purpose pursuant to Section 42F-102, Hawaii Revised Statutes.

Aloha Harvest is the largest Non-Profit organization conducting food rescue in the State of Hawaii. Over the past two decades, we have recovered nearly 30 million pounds of quality excess food from going to waste. We maximize Hawaii's limited resources by diverting food from the waste stream and redistributing it throughout the community to serve the needs of the poor, hungry, and homeless throughout Oahu. We provide this service, 7 days a week, free of charge to both donors and recipient agencies.

This request for operating funds, along with other secured and pending funds, will be used to develop the workforce required to support our Food Resilience Hub project. I will be the Point-of-Contact for our grant proposal. Please let me know if you have questions or need clarification regarding the request. Thank you very much for your continued support of Aloha Harvest and our mission.

Sincerely,

"Phil" Augustus Acosta
Executive Director
phil@alohaharvest.org
808) 208-4307

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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

Augustus
Acosta

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"Phil" Augustus Acosta / Executive Director

1/21/2022

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

See attached (ii)

2. Declaration Statement

See attached (iii)

3. Public Purpose

See attached (iv)

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;

Aloha Harvest, established in 1999, is the largest food rescue and redistribution organization in Hawaii, with an incredible mission to eliminate hunger and food waste by rescuing quality excess food to feed the hungry. We have a vision of creating a more efficient, equitable, resilient, and sustainable food system for Hawaii.

Aloha Harvest works to address the cruel mismatch in the food system where people go hungry while we also waste an enormous amount of food. Our primary activity is to divert and rescue quality food from entering the waste stream, and to deliver it on the same day to nonprofit partners that feed the hungry. We provide these critical services seven (7) days a week, free of charge to the donors and recipient agencies. In the process, we also provide a boost to our local businesses and economy, while reducing the impact of food waste to the environment and climate change. Our work is closely aligned with the State and County's sustainability goals.

Working with over 1,000 food donors and charitable social service agencies on Oahu over the past 2 decades, Aloha Harvest has diverted nearly 30 million pounds of food that would have otherwise been discarded. In partnership with the USDA, Hawaii Community Foundation, Hawaii Public Health Institute, and the City & County of Honolulu's Department of Community Services, Aloha Harvest responded to the increased food needs in 2020 by redistributing over 4.1M pounds of food, purchasing over \$2.2M worth of locally sourced food, and hosting 200+ community-based food distribution events. Through this effort, we served over 50,000 households (approximately 175,000 individuals). We scaled our efforts significantly by stepping up to meet the needs of the community at the height of the pandemic, and that momentum has carried us into the following year. **In 2021, we distributed an additional 3.8M pounds of food, and out of that, 2,865,301 pounds is rescued excess food. That is the equivalent of 2.2 million meals served and \$8M dollars saved, just this past year alone!** We have also started a new program called Community Harvest, which uses volunteers to capture excess produce from often-overlooked sources such as backyard fruit trees, private gardens, and small farms. And we are working on a pilot composting program with the City & County of Honolulu and other nonprofit partners to start off 2022.

Aloha Harvest has developed a unique ability to coordinate an extensive partner network, applying logistical expertise to manage large food distribution events, and provide delivery services to other nonprofit organizations serving the needy. Our long history as a food rescue organization has continued to grow and adapt, as we meet our mission to serve the most critical food needs of communities across Oahu.

The ongoing pandemic continues to have severe and widespread impacts, exacerbating food insecurity for an increasing number of people. The past years have been truly unprecedented, and it is expected that our communities will face increased need for food assistance during the years of recovery ahead. Aloha Harvest is working to not only meet today's critical need to reduce food insecurity and food waste, but also planning to build capacity for a more resilient future. Our immediate objectives include expanding and sustaining food rescue operations, developing complementary programs to scale the impact of our mission, and transition to an established Food Resilience Hub facility.

2. The goals and objectives related to the request;

A Food Resilience Hub feasibility and expansion study was completed for Aloha Harvest in October 2021 by the Hawaii Alliance for Community-Based Economic Development (HACBED). Components of the study and recommendations have been incorporated into this proposal. A copy of the final report can be accessed here (https://drive.google.com/file/d/1RDjKuA4A4mHX23_DFci_xE3pJW8uMjZ/view?usp=sharing)

This project will enable us to rapidly and massively scale-up operations, mitigate the ongoing economic impact of COVID-19, and develop long-term solutions for strengthening Hawaii's fragile food system and infrastructure. We expect to substantially increase both the amount of food rescued, distributed, and the number of people served, as well as the number of donors and partner agencies. This request for funding, to scale critical food rescue services and to further increase operational capacity by developing the workforce and capabilities to support a Food Resilience Hub, has the following goals and objectives:

Goal #1: Develop team members needed to support the Food Resilience Hub

Building capacity is necessary to develop new capabilities and business processes as we transition from our current vehicle-only service delivery to an established warehouse facility.

- Objective 1.1: Establish position description and scope of responsibilities for the following: Sustainability Coordinator, Safety Officer, Warehouse Supervisor, Warehouse Associate
- Objective 1.2: Hire and onboard team members for the positions listed above (as the project progresses)
- Objective 1.3: Expand and/or revise the scope of responsibilities for the following existing positions: Executive Director, Operations Manager, Data Specialist

Goal #2: Scale Food Rescue Operations

Adjust food rescue operations to meet the growing demand for food assistance

- Objective 2.1: Establish an Outreach/Marketing plan to solicit more food & financial donors, along with recipient agencies (distribution partners)
- Objective 2.2: Establish new route assignments (or modify existing) to maximize fleet efficiency and ensure a more equitable redistribution of food to those communities most in need
- Objective 2.3: Double the volume of rescued excess food processed with a projected 5-10% annual growth thereafter (2019, pre-pandemic numbers will be used as baseline)
 - 2019 = 1.6M pounds (baseline), 2022 = 3.2M pounds (goal)
 - 2023 and beyond = 3.36M to 3.52M pounds (5-10% yearly increase thereafter)

Goal #3: Increase Community Engagement and Support

In partnership with a growing and diverse network of food donors, distribution partners, recipient agencies, and community volunteers, we work together to respond to the increasing rate of food insecurity by recovering and redistributing quality excess food to resource-constrained individuals, families, and those facing financial hardships.

- Objective 3.1: Increase the number of NEW, ACTIVE or RE-ENGAGED food donors (businesses and individuals) by 50% with a projected 5% annual growth thereafter (2019, pre-pandemic numbers will be used as baseline)
 - 2019 = 184 (baseline), 2022 = 276 (goal)
 - 2023 = 290 donors (5% yearly increase thereafter)
- Objective 3.2: Increase the number of NEW, ACTIVE or RE-ENGAGED distribution partners/recipient agencies food by 50% with a projected 5% annual growth thereafter (2019, pre-pandemic numbers will be used as baseline)
 - 2019 = 120 (baseline), 2022 = 180 (goal)
 - 2023 = 189 agencies (5% yearly increase thereafter)
- Objective 3.3: Increase the number of registered volunteers by 10% (2021 numbers will be used as baseline as this is the first time we are actively/accurately tracking and reporting this metric)
 - 2021 = 460 (baseline), 2022 = 506 (goal)
 - 2023 and beyond = 532 volunteers (5% yearly increase thereafter)
- Objective 3.4: Develop "Lead" positions for key volunteers to expand the capacity of our team

Note:

The capital project for the buildout of the physical Food Hub is out of the scope of this GIA, as it will be managed and funded through other grants and funding sources. A proposal has been submitted to the City and County's Managing Director in collaboration with the Office of Economic Revitalization. A copy of the proposal is

available though this link

(<https://drive.google.com/file/d/1fcfBAcSII LYrY15wvyrbtmQatCQFKFv5/view?usp=sharing>)

3. The public purpose and need to be served;

Aloha Harvest plays a crucial role, providing services that accomplish multiple positive outcomes and contributes to greater community resiliency by improving food security, improving financial stability, reducing adverse health impacts, reducing food waste and greenhouse gases, expanding markets for local food, and reducing dependence on food imports.

- **IMPROVE FOOD SECURITY**
Aloha Harvest rescues and redistributes food to the 1 in 7 residents on Oahu (over 130,000 people) who are food insecure, lacking reliable access to safe and nutritious food, responding to an increasing need for food assistance (10.4% in 2018 and 15.5% in 2020), according to Feeding America. According to data from "Hunger in Hawaii", the need for food is greatest among: 22% children, 36% Native Hawaiian and Pacific Islander households, and 11% seniors 60 years and older.
- **IMPROVE FINANCIAL STABILITY**
People experiencing unemployment or with low-income face difficulties to meet basic food needs. Food assistance can be a lifeline for those struggling financially and help to avoid detrimental coping strategies used to afford food, such as borrowing money or reducing expenses for other key needs (housing, education, healthcare, transportation) which can have long-term negative consequences. The simple act of providing food assistance helps to free up additional resources and income for other living expenses (e.g., rent, healthcare, etc.)
- **REDUCE ADVERSE HEALTH IMPACTS**
Those most vulnerable to food insecurity are also at greater risk of adverse impacts on mental and physical health, including behavioral issues and chronic disease - leading to significant costs and consequences to the healthcare and social service sectors, and affecting our community at large.
- **REDUCE WASTE AND GREENHOUSE GAS**
Aloha Harvest prevents several tons of food waste annually. Food waste is diverted from the incinerator which produces toxic ash and landfill where it would rot under anaerobic conditions, producing methane, a greenhouse gas that is 28%-36% more potent than carbon dioxide. On Oahu, we capture only approximately 2% of potentially recoverable food, based on a 2017 Waste Composition study. According to the USDA, food waste is the single largest component that goes into municipal landfills. In Hawaii, residents waste 237,000

tons of food every year. By preventing waste and the resources it takes to produce food, we are working towards strengthening our climate resilience.

- **EXPAND MARKETS FOR LOCAL FOOD**
Aloha Harvest provides additional channels for fresh local food to be distributed, mitigating dependence on harvest yields or market demands. During the height of the pandemic, Aloha Harvest was able to secure resources to purchase local produce, eggs, fish, and other goods as part of its community-based food distribution to over 50,000 households. This provided a boost to our local business as their normal distribution channels were limited due to the pandemic. We intend to continue sourcing goods locally as we are able to secure funding for these distributions.
- **REDUCE DEPENDENCE ON FOOD IMPORTS**
In Hawaii, we import 85%-95% of our food, making us vulnerable to disruptions in shipped food supply. As a food rescue organization, we help to maximize the use of our food supply, reducing dependence on imported food and increasing food security. Globally, 40% of food that is produced is wasted. This cannot happen in Hawaii. We continually strive to be innovative and increase our network of food partners to ensure that our precious (local) food resources are fully utilized.

4. Describe the target population to be served;

Aloha Harvest provides food assistance to the most vulnerable and at-risk members of our community. We serve lower income individuals and families who are food insecure by partnering with social service and charitable agencies. Aloha Harvest helps to improve access to food assistance for those who experience long-standing inequities and those who are disproportionately impacted by disaster events. Food needs have worsened as a result of the COVID-19 pandemic and exposed the risk for ALICE groups (asset-limited, income-constrained and employed) during crises.

An October 2020 report by Feeding America ranked Hawaii 4th highest percent change (increase 50%) in food insecurity, and 6th highest rate of child food insecurity (over 89,000 children) compared to other states. Aloha Harvest responds to these worsening food security issues by providing critical food assistance to the people that we serve:

- 22% homeless
- 36% unemployed
- 46% Native Hawaiians and Pacific Islanders
- 29% children
- 16% seniors
- 10% challenged with mental illness, substance abuse or physical and/or mental disabilities

5. Describe the geographic coverage.

Aloha Harvest serves communities across Oahu and distribute food to the following areas in 2021 (as measured in volume by weight): Honolulu (53.9%), Waianae (13.2%), North Shore (10.3%), Central (9.1%), Windward (6.9%), and Leeward (6.6%).

We have plans to increase our coverage and equitably distribute food resources in areas with significant populations that are food insecure such as the Waianae Coast and the Koolaus. We are engaging in an organizational strategic planning session from January to March, where we will explore the feasibility of expanding our services and/or seek collaboration opportunities to other parts of the state such as Hawaii Island, Maui County, and Kauai. Additionally, we are working with the Hawaii Hunger Action Network and the Hawaii Community Foundation on Emergency Preparedness and Disaster Response. This may expand our scope of services and coverage areas in the coming years.

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;

The scope of work includes developing the organizational infrastructure to scale and diversify food rescue and redistribution, expanding our capacity to work with more partners and to serve more people, contributing to a more resilient local food system better able to respond during disasters as well as recovering from crises.

This project proposal includes the following tasks and responsibilities:

- Develop position descriptions for new team members; recruit and hire
- Evaluate scope of responsibilities (and adjust as needed) for existing team members
- Develop and implement an enhance Outreach and Marketing strategy
- Increase amount of food rescued
- Increase number of individuals served
- Increase number of food donors
- Increase number of distribution partners/food recipient organizations
- Supplement food rescue inventory with fresh produce and locally grown/sourced food
- Develop new and complementary programs that will help to scale the impact of our mission
- Pursue partnerships and collaboration to expand our market reach
- Increase/improve volunteer initiatives; develop leadership positions for key volunteers

Related, but out of scope for this GIA:

- Identify appropriate facility to host, consolidate, and scale operations
- Launch capital campaign to secure resources for the food resilience hub
- Build out additional storage space, procure/install refrigeration, and food processing equipment (as funding allows) to meet scaled operations

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

Assuming an October 1, 2022 project start, the proposed timeline is as follows:

Q1 (Oct - Dec 2022)

- Grant period begins

- Administrative team will develop Outreach and Marketing plan to recruit (food & financial) donors, distribution partners (or receiving agencies), and community volunteers
- Administrative team to develop position descriptions for new team members; conduct interviews, hire/onboard
- Field Services team will rescue & (re)distribute 600,000 lbs of food
- Other goals: 40 donors, 30 recipient agencies, 100 volunteers
- Impact Report #1 (EOY 2022) is released

Q2 (Jan - Mar 2023)

- Management/Project team will evaluate and optimize routing/fleet management
- Field Services teams will rescue & (re)distribute 750,000 lbs of food
- Other goals: 60 donors, 40 recipient agencies, 120 volunteers
- Impact Report #2 (Q1 2023) is released

Q3 (Apr - Jun 2023)

- Management/Project team will conduct evaluation to assess progress to date and determine steps to ensure successful project completion
- Field Services teams will rescue & (re)distribute 850,000 lbs of food
- Other goals: 80 donors, 50 recipient agencies, 135 volunteers
- Impact Report #3 (Q2 2023) is released

Q4 (Jul - Sep 2023)

- Field Services teams will rescue & (re)distribute 1,000,000 lbs of food
- Other goals: 96 donors, 60 recipient agencies, 151 volunteers
- Impact Report #4 (Q3 2023) is released
- Management/Project team will conduct evaluation to assess project outcomes and document lessons learned
- Grant period ends

Note:

The period of performance for this project may be adjusted, based on the availability/release of funds and successful execution of the contract.

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

To monitor the effectiveness of our work, Aloha Harvest tracks food rescue and distribution through its database (Salesforce Field Service Lightning) and reports outcomes through interactive dashboards that can be viewed at www.alohaharvest.org/data. Data collected includes the pounds of food rescued, the number of food donors, the number of receiving social service agencies that we work with to feed the hungry, and the number of deliveries. Tracking and reporting the volume of food and number of deliveries on a quarterly and annual basis enables us to

assess the efficiency and impact of our operations. Tracking the community where food donations are picked up and the community where the food is distributed informs about trends in which areas the need is increasing or decreasing over time, as well as to identify the most efficient routes for our trucks and areas where there may be more donors whom we can recruit to join our efforts. **We are continuing with our system development efforts to improve automation, increase efficiency and accuracy, capture and report even more granular datasets** (e.g. product mix, pickup/travel/delivery times, estimated cost savings, estimated reduction in CO2/methane) **in order to help guide decision-making and program development efforts.** The eventual goal is to shift towards predictive analytics, allowing us to be proactive and capitalize on opportunities while minimizing risks.

The AH Project Team will implement the following measures to facilitate open communications, continually monitor progress, and ensure quality outcomes for the proposed services:

- Daily supervision & mentoring by the Volunteer (volunteers), Field Services Coordinator (recipient agencies), Operations Manager (AH field staff, donors), Executive Director (project team)
- Weekly status meeting with Operations staff to monitor progress, address issues, recommendations & changes
- Monthly data check & reporting of program outcomes; deduplicate records, monitor data quality reports
- Schedule in-service or professional development opportunities, preferably quarterly or as the budget allows
- Internal/external evaluation (lessons learned) to ensure compliance, quality outcomes, and facilitate process improvement (mid-point and end of project period)

The Project Team will also explore ways to improve our quantitative data gathering (recording poundage in/out, food types, etc.) as well as our qualitative data through surveys, interviews, testimonials. Collectively, this will help us increase the volume of food assistance, ensure progress towards our rescue/distribution goals, and improve the quality of services.

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 following metrics will be tracked and reported through the 12-month project period of performance:

- Pounds of food rescued and redistributed: 3,200,000 pounds
- Number of new, active (has donated in the last 30 days), or re-engaged donors (has donated within the last 6 months): 276

- Number of new, active (has received food in the last 30 days), or re-engaged recipient agencies (has received food within the last 6 months): 180
- Number of new, active (has volunteered in the last 30 days), or re-engaged volunteers (has volunteered within the last 6 months): 506
- Number of Impact Reports/Newsletters: 4 (quarterly). Copies of previous Newsletters, including the 2021 End-of-Year Impact Report can be viewed here (<https://alohaharvest.org/reports/>)

We will also make several documents available for review as needed (position descriptions, participant surveys, testimonials, event pictures, project evaluation, lessons learned, etc.)



2021 Impact Report

Food rescue & redistribution on O'ahu

Content

2 Food rescue snapshot

4 Volunteer Activity

5 Program Highlights

Mahalo. Salamat. Arigato. Xiexie. Gracias.

No words can fully express our gratitude to all our supporters.

When the COVID-19 pandemic began in 2020, so many people stepped up to help us meet the food assistance needs of our O'ahu community. Food donors, distribution partners, volunteers, local businesses (large and small), private foundations, and especially our County, State, and Federal government. Their help was tremendous.

We expected a dropoff as we transitioned to pandemic recovery efforts in 2021. This trend is often referred to in the nonprofit sector as "donor fatigue." That was NOT the case! The growth and momentum have continued into 2021.

Food donations are nearly double pre-pandemic levels. This year, we distributed over 3.8 million pounds of food, and out of that, 2,861,051 pounds is rescued excess food. Community engagement is off the charts, with volunteerism increased by over 500% since 2019!

To kick off 2022, we're working on a pilot composting program with the City & County of Honolulu and other nonprofit partners.

We are extremely excited at what this year will bring as we continue expanding our efforts to create a more resilient and sustainable food system in Hawai'i. And we rely on the continued community support to successfully carry out our mission to eliminate hunger and food waste.

We are truly blessed, and eternally grateful. So, simply, from the bottom of our hearts: Thank you very much.

Phil Acosta, Executive Director



2021 Food Rescue Snapshot



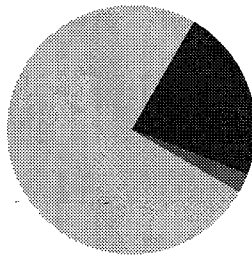
3,813,906 lbs.
total food distributed

75% is quality excess food...RESCUED!

Pounds Distributed by Category



2,861,051 lbs.
rescued

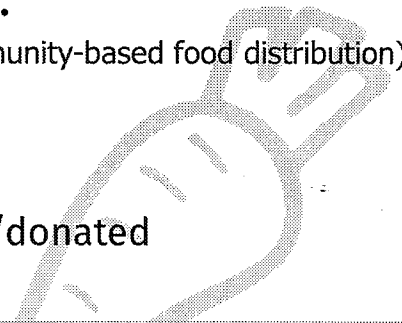


857,600 lbs.

USDA (community-based food distribution)

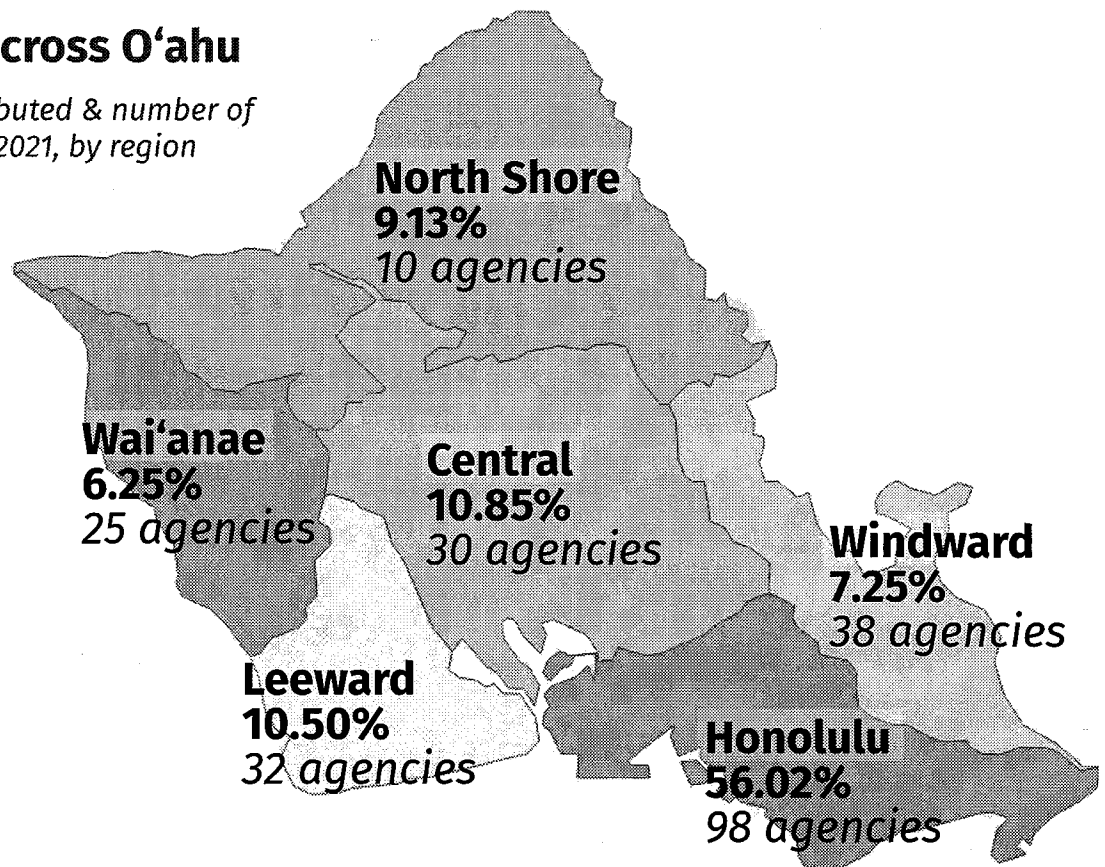
95,255 lbs.

purchased/donated



Distribution Across O'ahu

% of total food distributed & number of agencies serviced in 2021, by region



A full version of the Impact Report is available at <https://alohaharvest.org/reports/>

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 – see attached
 - b. Personnel salaries and wages – see attached
 - c. Equipment and motor vehicles - NA
 - d. Capital project details - NA
 - e. Government contracts, grants, and grants in aid – see attached
2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2023.

| Quarter 1 | Quarter 2 | Quarter 3 | Quarter 4 | Total Grant |
|-----------|-----------|-----------|-----------|-------------|
| \$75,000 | \$75,000 | \$50,000 | \$50,000 | \$250,000 |

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2023.

See attached

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.

NA

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 2023 for program funding.

See attached (Item IV.1.e)

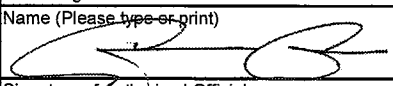
6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2021.

Balance (\$1,386,549) included in the cover page and the attached financial statements

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2022 to June 30, 2023

Applicant: Aloha Harvest

| BUDGET CATEGORIES | Total State Funds Requested (a) | ARPA Funds Requested thru County & USDA CFPCGP (b) | County Funds SECURED (GIA) (c) | Private Funds SECURED (Atherton, Freeman, HMLF) (d) |
|--|------------------------------------|---|-----------------------------------|--|
| A. PERSONNEL COST | | | | |
| 1. Salaries | 108,000 | 225,000 | 108,000 | 120,000 |
| 2. Payroll Taxes & Assessments | 7,000 | 15,000 | 7,000 | 60,000 |
| 3. Fringe Benefits | 28,000 | 60,000 | 28,000 | 30,000 |
| TOTAL PERSONNEL COST | 143,000 | 300,000 | 143,000 | 210,000 |
| B. OTHER CURRENT EXPENSES | | | | |
| 1. Airfare, Inter-Island | | | | |
| 2. Insurance | 5,000 | | | 10,000 |
| 3. Lease/Rental of Equipment | 15,000 | 20,000 | | 20,000 |
| 4. Lease/Rental of Space | 30,000 | 20,000 | 30,000 | 60,000 |
| 5. Staff Training | 5,000 | | | 5,000 |
| 6. Supplies | 10,000 | 10,000 | | 15,000 |
| 7. Telecommunication | 5,000 | | | 5,000 |
| 8. Utilities | 9,000 | 10,000 | 9,000 | 15,000 |
| 9. Office/Warehouse Repair & Maintenance | 6,000 | 10,000 | 6,000 | 20,000 |
| 10. Professional and Contractual Services | 12,000 | 10,000 | 12,000 | 15,000 |
| 11. Vehicle Expenses (fuel, repair & maint.) | 10,000 | 20,000 | | |
| 12. | | | | |
| 13. | | | | |
| 14. | | | | |
| 15. | | | | |
| 16. | | | | |
| 17. | | | | |
| 18. | | | | |
| 19. | | | | |
| 20. | | | | |
| TOTAL OTHER CURRENT EXPENSES | 107,000 | 100,000 | 57,000 | 165,000 |
| C. EQUIPMENT PURCHASES | | | | |
| D. MOTOR VEHICLE PURCHASES | | | | |
| E. CAPITAL | | 10,000,000 | | |
| TOTAL (A+B+C+D+E) | 250,000 | 10,400,000 | 200,000 | 375,000 |
| SOURCES OF FUNDING | | Budget Prepared By: | | |
| (a) Total State Funds Requested | 250,000 | "Phil" Augustus Acosta (808) 208-4307 | | |
| (b) Total Federal Funds Requested | 10,400,000 | Name (Please type or print) Phone | | |
| (c) Total County Funds SECURED | 200,000 |  Signature of Authorized Official Date | | |
| (d) Total Private/Other Funds SECURED | 375,000 | | | |
| TOTAL BUDGET | 11,225,000 | "Phil" Augustus Acosta / Executive Director Name and Title (Please type or print) | | |

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2022 to June 30, 2023

Applicant: Aloha Harvest

| POSITION TITLE | FULL TIME EQUIVALENT | ANNUAL SALARY A | % OF TIME ALLOCATED TO GRANT REQUEST B | TOTAL STATE FUNDS REQUESTED (A x B) |
|---|----------------------|-----------------|--|-------------------------------------|
| Executive Director | 1 | \$110,000.00 | 10.00% | \$ 11,000.00 |
| Operations Manager | 1 | \$60,000.00 | 20.00% | \$ 12,000.00 |
| Data Specialist | 1 | \$55,000.00 | 20.00% | \$ 11,000.00 |
| Sustainability Coordinator | 1 | \$45,000.00 | 20.00% | \$ 9,000.00 |
| Safety Officer | 1 | \$45,000.00 | 50.00% | \$ 22,500.00 |
| Warehouse Supervisor | 1 | \$45,000.00 | 50.00% | \$ 22,500.00 |
| Warehouse Associate | 1 | \$40,000.00 | 50.00% | \$ 20,000.00 |
| | | | | \$ - |
| Fringe Benefits, Healthcare, & Taxes | | | | \$ 35,000.00 |
| | | | | \$ - |
| | | | | \$ - |
| | | | | \$ - |
| | | | | \$ - |
| | | | | \$ - |
| TOTAL: | | | | 143,000.00 |
| JUSTIFICATION/COMMENTS: | | | | |
| Funds requested will be used to develop the workforce to support the Food Resilience Hub, expanding organizational capacity to work with more community partners, serve even more people in need, and scale the impact of our mission. This includes new positions and existing roles that will have adjusted/expanded scope of responsibilities. | | | | |

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: **Aloha Harvest**

Contracts Total: 872,500

| | CONTRACT DESCRIPTION | EFFECTIVE DATES | AGENCY | GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County) | CONTRACT VALUE |
|----|---|------------------------|---------------|--|-----------------------|
| 1 | State GIA 2018 | 1/18 - 12/18 | DHS | State | 200,000 |
| 2 | State GIA 2019 | 11/18 - 10/19 | DHS | State | 80,000 |
| 3 | City GIA 2018 | 10/17 - 9/18 | DCS | Honolulu | 100,000 |
| 4 | City GIA 2020 | 10/19 - 12/20 | DCS | Honolulu | 125,000 |
| 5 | City GIA 2021 | 2/20 - 1/21 | DCS | Honolulu | 125,000 |
| 6 | City GIA 2022 | 7/22 - 6/23 | DCS | Honolulu | 200,000 |
| 7 | USDA CCFWR (\$90k total) | 1/22 - 12/23 | USDA | U.S. | |
| 8 | Subcontract thru County | | CCSR/OER/ENV | Honolulu | 42,500 |
| 9 | | | | | |
| 10 | CCFWR - Community Composting & Food Waste Reduction | | | | |
| 10 | | | | | |
| 11 | | | | | |
| 12 | | | | | |
| 13 | | | | | |
| 14 | | | | | |
| 15 | | | | | |
| 16 | | | | | |
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| 18 | | | | | |
| 19 | | | | | |
| 20 | | | | | |
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| 22 | | | | | |
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| 24 | | | | | |
| 25 | | | | | |
| 26 | | | | | |
| 27 | | | | | |
| 28 | | | | | |
| 29 | | | | | |

IV. 3) - List of other sources of funding

| Funding Source | Description | Secured | Request Submitted | Application Pending | Timeline |
|--|---|----------------|--------------------------|----------------------------|---------------------|
| HT Hayashi Foundation | Strategic business planning | \$ 15,000 | | | Nov 2021 - Jun 2022 |
| Hau'oli Mau Loa Foundation | General operations | \$ 225,000 | | | Jul 2021 - Jun 2022 |
| Hawaii Lodging & Tourism Association | General operations | \$ 20,000 | | | Nov 2021 - Oct 2022 |
| Harold K.L. Castle Foundation | Programs & operations | \$ 15,000 | | | Nov 2021 - Oct 2022 |
| Cades Foundatio | General operations | \$ 10,000 | | | Nov 2021 - Oct 2022 |
| Hawaiian Electric Foundation | Programs & operations | \$ 10,000 | | | Jan 2022 - Dec 2022 |
| Hawaii Community Foundation (various funds) | Programs & operations | \$ 50,000 | | | Jan 2022 - Dec 2022 |
| Atherton Family Foundation | Capacity building & food hub operations | \$ 50,000 | | | Jan 2022 - Dec 2022 |
| Freeman Foundation | General operations | \$ 100,000 | | | Jul 2022 - Jun 2023 |
| City & County of Honolulu GIA | Capacity building & food hub operations | \$ 200,000 | | | Jul 2022 - Jun 2023 |
| Aloha United Way (Safety Net) | Programs & operations | \$ 98,000 | | | Jan 2022 - Dec 2024 |
| Healy Foundation | Programs & operations | | \$ 50,000 | | Jul 2022 - Jun 2023 |
| Hau'oli Mau Loa Foundation | General operations | | \$ 225,000 | | Jul 2022 - Jun 2023 |
| Aloha United Way (ALICE) | Programs & operations | | \$ 300,000 | | Jul 2022 - Jun 2025 |
| Local Foundations (A&B, BOH, Cooke, FOHC, Kosasa, Seto) | Capacity building & food hub operations | | \$ 215,000 | | Jan 2022 - Dec 2023 |
| National Corporations (Chick-fil-A, Cigna) | Capacity building & operations | | \$ 400,000 | | Jul 2022 - Dec 2025 |
| Hau'oli Mau Loa Foundation | General operations | | \$ 225,000 | | Jul 2023 - Jun 2024 |
| State GIA | Capacity building & food hub operations | | \$ 250,000 | | Oct 2022 - Sep 2023 |
| USDA CFPCGP | Programs & operations | | \$ 400,000 | | Oct 2023 - Sep 2025 |
| ReFED Funder's Circle | Capacity building & food hub operations | | \$ 1,000,000 | | Jul 2022 - Jun 2025 |
| Local Foundations (Clarence T.C. Ching, FHB, McInerny, Weinberg) | Capacity building & food hub operations | | | \$ 1,200,000 | Jul 2022 - Jun 2025 |
| Other National Corporations & Foundations (Change Happens, Cisco, Clif, Costco, Gerbode) | Programs & operations | | | \$ 160,000 | Jan 2022 - Dec 2023 |
| Other Local Foundations & Corporations (Albrecht, Campbell, Finance Factors, Kaiser, Lloyd Moore, Sophie Russell,) | Programs & operations | | | \$ 235,000 | Jan 2022 - Dec 2023 |

Subtotals \$ 793,000 \$ 3,065,000 \$ 1,595,000

Total \$ 5,453,000



Balance Sheet
December 31, 2021

ASSETS

Current Assets

| | |
|---|--------------------------------|
| Checking/Savings | 1,106,999 |
| Accounts Receivable | |
| Grants Receivable | 24,134 |
| Total Accounts Receivable | <u>24,134</u> |
| Other Current Assets | |
| Prepaid Expenses | 10,852 |
| Total Other Current Assets | <u>10,852</u> |
| Total Current Assets | 1,141,985 |
| Total Fixed Assets, net of depreciation | 426,388 |
| Total Other Assets | <u>37,837</u> |
| TOTAL ASSETS | <u><u>1,606,210</u></u> |

LIABILITIES & EQUITY

Liabilities

| | |
|---------------------------------------|--------------------------------|
| Current Liabilities | |
| Accounts Payable | 32,260 |
| Other Current Liabilities | |
| Accrued Benefits | 15,002 |
| Total Other Current Liabilities | <u>15,002</u> |
| Total Liabilities | 47,262 |
| Equity | |
| Net Assets with Donor Restrictions | 172,399 |
| Net Assets without Donor Restrictions | 1,386,549 |
| Total Equity | <u>1,558,948</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>1,606,210</u></u> |



Profit & Loss

FY 2022 - July to December 2021

INCOME

| | |
|---------------------|----------------|
| Contributions | 487,333 |
| Grants | 231,500 |
| Government | 70,698 |
| Other | 10,400 |
| TOTAL INCOME | 799,931 |

EXPENSE

RESOURCES

| | |
|---------------------------------|--------|
| Promo, Advertising, Fundraising | 19,020 |
|---------------------------------|--------|

PEOPLE

| | |
|-----------------------------------|----------------|
| Contract Services | 37,045 |
| Salaries, Benefits, Payroll Taxes | 436,738 |
| | 473,783 |

OPERATIONS

| | |
|------------------------------------|---------------|
| Vehicle | 47,238 |
| Mobile Phones & Electronic Route | 4,614 |
| Food - Storage, Purchase, Supplies | 38,776 |
| Uniforms | 666 |
| Miscellaneous | 4,836 |
| | 96,130 |

GENERAL & ADMIN

| | |
|------------------------|----------------|
| Occupancy | 10,741 |
| Insurance | 3,582 |
| Professional Fees | 53,681 |
| HR Management, Payroll | 13,712 |
| Office & Other | 22,413 |
| | 104,129 |

| | |
|----------------------|----------------|
| TOTAL EXPENSE | 693,062 |
|----------------------|----------------|

| | |
|-----------------------------|----------------|
| NET OPERATING INCOME | 106,869 |
|-----------------------------|----------------|

| | |
|--------------|--------|
| Depreciation | 52,461 |
|--------------|--------|

| | |
|-------------------|---------------|
| NET INCOME | 54,408 |
|-------------------|---------------|



BUDGET

July 2021 through June 2022

INCOME

| | |
|---------------------|------------------|
| Contributions | 638,000 |
| Grants | 680,000 |
| Government | 172,800 |
| Other | 720 |
| TOTAL INCOME | 1,491,520 |

RESOURCES

| | |
|---------------------------------|--------|
| Promo, Advertising, Fundraising | 51,460 |
|---------------------------------|--------|

OPERATION - PEOPLE

| | |
|-----------------------------------|------------------|
| Contract Services | 154,752 |
| Salaries, Benefits, Payroll Taxes | 931,584 |
| | 1,086,336 |

VEHICLE

| | |
|----------------------------------|----------------|
| Truck Leasing | 12,000 |
| Vehicle Storage | 24,000 |
| Vehicle Insurance | 18,000 |
| Fuel | 50,400 |
| Repairs & Maintenance | 24,000 |
| Mobile Phones & Electronic Route | 8,400 |
| Food Storage | 7,200 |
| Food Containers | 12,000 |
| Donation Receipts, Labels | 3,000 |
| Uniforms | 4,100 |
| Miscellaneous | 11,440 |
| | 174,540 |

GENERAL & ADMIN

| | |
|--------------------------------|----------------|
| Telecomm, Computer | 17,435 |
| Occupancy | 34,320 |
| Insurance | 7,440 |
| Professional Fees | 52,000 |
| HR Management, Payroll | 27,870 |
| Office | 9,800 |
| Subscription, Dues, Membership | 500 |
| Local Travel, Parking | 12,000 |
| Other | 14,400 |
| | 175,765 |

| | |
|----------------------|------------------|
| TOTAL EXPENSE | 1,488,101 |
|----------------------|------------------|

| | |
|-----------------------------|--------------|
| NET OPERATING INCOME | 3,419 |
|-----------------------------|--------------|

| | |
|--------------|---------|
| Depreciation | 108,000 |
|--------------|---------|

| | |
|-------------------|------------------|
| NET INCOME | (104,581) |
|-------------------|------------------|



BUDGET - ACTUAL SUMMARY
FY19 - FY21

| | FY21 | | FY20 | | FY19 | |
|------------------------------|------------------|------------------|------------------|----------------|------------------|----------------|
| | ACTUAL | BUDGET | ACTUAL | BUDGET | ACTUAL | BUDGET |
| REVENUE | | | | | | |
| Corporations | 32,913 | 115,000 | 74,082 | 50,000 | 43,675 | 25,000 |
| Foundations | 503,537 | 310,000 | 482,357 | 301,000 | 339,178 | 285,000 |
| Grants | 667,009 | 460,000 | 736,831 | 239,333 | 166,308 | 192,333 |
| Government | 2,275,664 | 514,413 | 157,379 | 120,750 | 158,489 | 138,333 |
| Organizations & Individuals | 217,489 | 71,500 | 125,590 | 65,000 | 46,383 | 75,000 |
| Fundraising | - | 75,000 | 481 | 75,000 | 70,782 | 85,000 |
| In-Kind | 33,586 | - | 7,701,571 | - | 5,475,108 | - |
| Interest | 657 | 420 | 168 | 420 | 345 | 160 |
| Other | 92 | 300 | 254 | 300 | 223 | 1,000 |
| Total Revenue | 3,730,947 | 1,546,633 | 9,278,713 | 851,803 | 6,300,491 | 801,826 |
| EXPENSE | | | | | | |
| Resources | 7,838 | 44,600 | 13,491 | 38,300 | 72,500 | 77,560 |
| People (Contract & Employee) | 901,577 | 722,497 | 641,141 | 582,447 | 520,055 | 517,199 |
| Vehicle | 199,136 | 165,760 | 148,888 | 116,610 | 126,923 | 105,810 |
| COVID Response | 1,713,193 | 435,000 | 181,442 | - | - | - |
| General & Admin | 147,787 | 136,800 | 78,194 | 89,455 | 117,698 | 77,975 |
| Total Expense | 2,969,531 | 1,504,657 | 1,063,156 | 826,812 | 837,176 | 778,544 |
| Net Operating Income | 761,416 | 41,976 | 8,215,557 | 24,991 | 5,463,315 | 23,282 |
| Depreciation | 68,171 | 61,573 | 25,285 | 22,800 | 23,035 | 19,200 |
| Asset Disposal | (16,000) | (10,000) | 3,485 | - | - | - |
| In-Kind ** | 33,586 | - | 7,701,571 | - | 5,475,108 | - |
| PPP | (104,913) | - | - | - | - | - |
| Net Income | 780,572 | (9,597) | 485,216 | 2,191 | (34,828) | 4,082 |

** FY21 In-Kind Food Value pending rate from USDA

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.

Aloha Harvest is one of approximately 50 recognized food rescue nonprofit organizations across the nation (see U.S. Department of Agriculture list of food rescue nonprofits at www.usda.gov/oce/foodwaste/resources/donations.htm) and listed as a resource by the City and County of Honolulu's Department of Environmental Services for reducing and eliminating Food Waste for businesses and households.

With a shared kuleana, Aloha Harvest works together with a wide range of partners to improve access to food assistance and reduce food waste. Aloha Harvest has facilitated a wide network of over 1,000 donors and charitable agencies on Oahu over the past 22 years, many of whom serve the most vulnerable populations (sheltered and unsheltered homeless, school-aged keiki, runaway youth, homebound kupuna, etc.), making it the largest collaboration between businesses and the nonprofit sector in the state. We also established relationships with 20+ new vendors, food producers, and subcontracted service providers in 2020-21. The organization continues to build new relationships and linkages for supply and demand to not only increase food assistance capacity, but also to be ready to respond quickly and cooperatively during emergency events.

For the past 22 years, we have grown from a small staff of 3 and 1 rented truck to a team of 17 and a fleet of 5 commercial vehicles. Along the way, we developed a unique ability to coordinate an extensive partner network. **Our long history as a food rescue organization has continued to grow and adapt, as we work to serve the most critical food needs of the community. As we have increased our staff and fleet in response to the community's immediate needs, we are also thoughtfully planning how to sustain our efforts over the long-term.** We are currently utilizing six (6) different/decentralized commercial spaces throughout Honolulu for administrative office, staff & fleet parking, cold & dry storage, and occasional kitchen/prep area. A dedicated food hub facility providing centralized operations will allow us greater flexibility in the future to adapt and meet changing food needs. Having adequate administrative spaces, access to cold/dry storage, and processing area/commercial kitchen (future phase) will present new opportunities to expand and diversify our food rescue services - including some of our recent partnered programs to prepare more meals and process/package food with purchased local fresh food.

Aloha Harvest has demonstrated a niche ability to connect and bring together different partners, as well as coordinate difficult same-day distribution logistics, proving more than capable of the work required to establish a Resiliency and Recovery Food Hub. After more than 22 years, we continue to build on our strong organizational experience, reputation, and resources which are required to successfully achieve the proposed outcomes to scale our operations by increasing the volume of food rescued and recruiting new partner donors and recipients.

We have a core management team and a Board of Directors with a range of experience in nonprofit management, foodservice, warehouse operations, logistics, legal, accounting/finance, and capital projects of varying complexities. We have recently increased our staffing and vehicle fleet to meet increased demand in the community. The proposed development of a food resilience hub facility remains the major missing element needed to sustain and further scale operations.

Our ability to quickly shift our operational focus, secure human and capital resources, innovate, and work with different partners has been absolutely essential in our COVID-19 response, and will continue to be a critical competency for establishing a Resiliency and Recovery Food Hub. Our recent success in rapidly scaling services gives us confidence that we can do even more by shifting our operations in one central location.

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.

Our administrative offices are currently based in 2 modest-sized spaces (with a little more than 900 sq ft combined) in Kaimuki. At the center of our operations are three (3) 18 ft. refrigerated box trucks and two (2) refrigerated commercial vans. Over the past two decades our operations for same-day food pick-up and delivery has enabled us to work as a lean organization without a warehouse space.

To meet the elevated need for food rescue and distribution, Aloha Harvest is expanding its operational capacity with additional staff and vehicles along with pursuing a physical storage food resilience hub facility with flexible space to hold offices, co-working options with partners, and opportunities for food processing and manufacturing. This will allow Aloha Harvest to centralize and expand operations, hold food for longer periods of time, and realize new partnerships. Currently we are managing to (barely) sustain our scaled operations by utilizing/leasing several distributed spaces:

Administrative Office (First Hawaiian Bank)
3599 Waialae Avenue
Suite 22 & 23 (combined 921 sq ft)
Honolulu, HI 96816

Staff parking (Kaimuki Municipal Parking Lot)
1150 12th Avenue
Honolulu, HI 96816

Fleet Parking (Hawaii Self Storage)
2909 Waialae Avenue
Honolulu, HI 96826

Dry (non-perishable) storage (The Pantry)
2522 Rose Street
Honolulu, HI 96819

Cold & Dry storage (Y Fukunaga Products Ltd)
99-1093 Iwaena Street, Bay C
Aiea, HI 96701

Staff/fleet parking, dry/cold storage, kitchen/prep area (Pacific Gateway Center)
723-C Umi Street
Honolulu, HI 96819
*Utilized as needed

The initial/primary reasons for Aloha Harvest exploring the possibility of a food hub include:

- Identifying a location to aggregate excess food, which would allow for enhanced quality assessment, increased food safety measures, and a more equitable redistribution process.
- Appropriately scale food rescue operations to meet the short and long-term needs of the community in a sustainable fashion.
- Facilitate meaningful collaboration with mission-aligned nonprofit organizations, local farmers, and small business enterprises through co-location, shared use of space and facilities, and consolidation of resources.
- Further reduce food waste (non-edible), reducing its impact to Hawaii's economy and environment, and mitigating the effects of climate change by expanding practices in resiliency and sustainability through projects such as onsite composting program (future phase).
- Potentially adding a commercial kitchen as an option to help with repurposing excess food, creating value-added products, and provide educational, training, and employment opportunities for Hawaii's workforce (future phase).

This increased capacity to rescue, aggregate, and redistribute food will provide much-needed assistance to thousands of additional households on the island.

VI. Personnel: Project Organization and Staffing

1. Proposed Staffing, Staff Qualifications, Supervision and Training

The Executive Director, Phil Acosta, assumed leadership of Aloha Harvest in September 2019 and has been in a leadership role in the nonprofit sector for several years. Phil is responsible for providing oversight of the operations of Aloha Harvest, with a focus on capacity building, working on strategic planning with the Board of Directors and executing those plans; establishing the fundraising strategy and development plans and managing the budget. In addition, he is currently exploring ways to monetize and increase the utilization of Aloha Harvest's capital assets (trucks and refrigerated van), develop collaborative partnerships, potentially adding a new and stable revenue stream for the organization.

Mele Pepa Latu is the Operations Manager and has been with the organization for over 11 years. She is responsible for managing day-to-day operations with a focus on productivity and quality control for the field staff (Lead Driver, Drivers & Driver Helpers), and direct supervision of the Field Services Coordinator and Programs Assistant. She also strives to enhance operational procedures, business processes, data management and reporting functions. Mele manages the accounts payable/receivable and assists with grant preparation and administration and is currently working with our Business Operations Interns to update our Procedures Manual.

Joshua "Buddy" Baum is the Development Specialist/Analyst, joining the Aloha Harvest team on February 2021. He brings over 15 years of technical experience working on large enterprise IT systems for small and large corporations nationwide. He is responsible for compiling and synthesizing all our program data, ensuring accuracy, and timely reporting. He is also taking the lead in our IT modernization and development efforts, functioning in roles such as our internal Project Manager, primary Quality Assurance Tester, Trainer, and overall Subject Matter Expert.

Positions to be hired through this grant funding:

- Sustainability Coordinator
- Safety Officer
- Warehouse Supervisor
- Warehouse Associate

Positions to support this project, but not directly funded:

- Communications and Marketing Manager
- Field Services Coordinator
- Volunteer Coordinator
- Programs Assistant
- Bookkeeper/Accountant
- IT Administrator
- Drivers
- Drivers Helper

Aloha Harvest has a very active Board of Directors who have diverse experiences in law, sales, advertisement, banking, accounting, medicine, food service, government relations, and nonprofit management. The Board is currently composed of 12 members, with 4 in the Executive Committee (Chair, Vice Chair, Treasurer, Secretary) and 2 subcommittees (Internal Affairs, External Affairs). The Board is charged with determining the strategic plan of the organization, annually reviewing progress towards goals and objectives, and managing the Executive Director.

2. Organization Chart

See attached

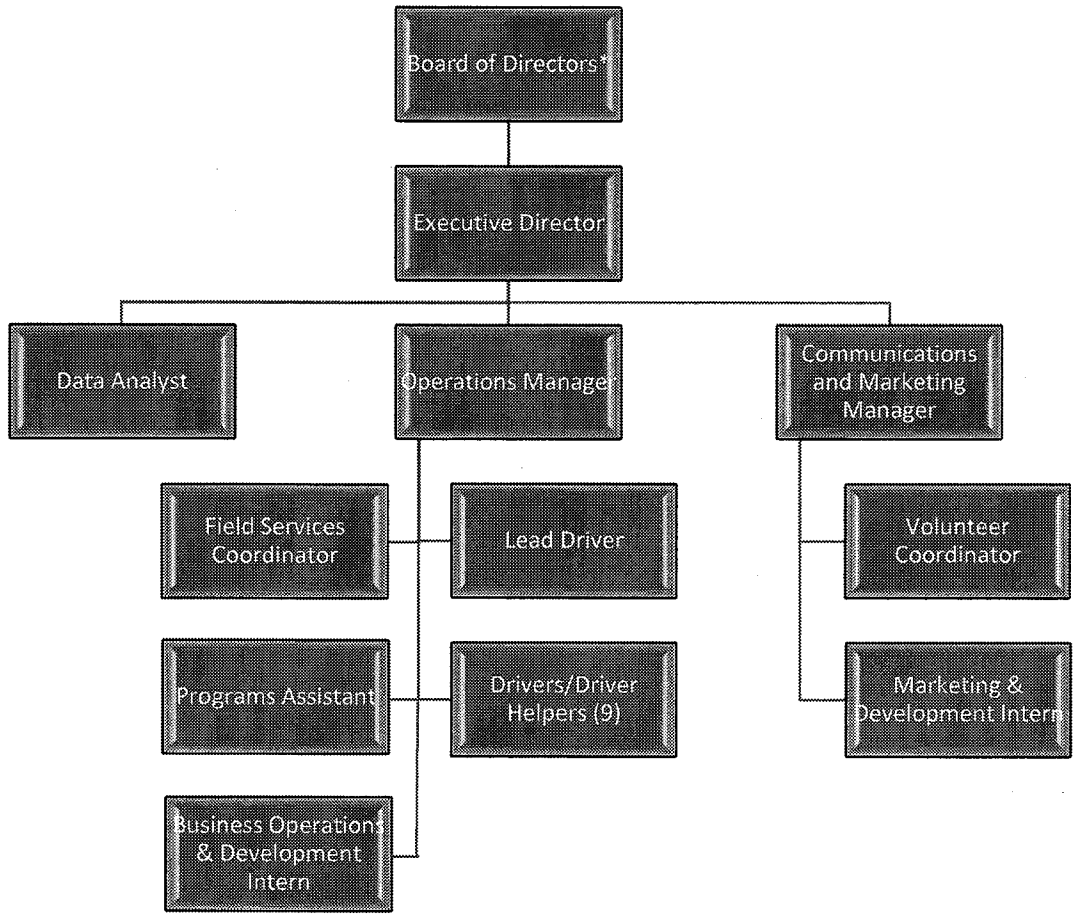
3. Compensation

The applicant shall provide an annual salary range paid by the applicant to the three highest paid officers, directors, or employees of the organization by position title, not employee name.

Executive Director - \$100,000
Operations Manager - \$55,000
Data Specialist/Analyst - \$50,000



**Organizational Chart
V012122**



*see attached list of BOD members and affiliation



| Name | Position | Contact Info | Date of Employment |
|-------------------------|--|--|--------------------|
| Acosta, Augustus "Phil" | Executive Director | phil@alohaharvest.org (808) 208-4307 | 9/2/2019 |
| Latu, Mele | Operations Manager | mele@alohaharvest.org (808) 469-6800 | 12/13/2010 |
| Pyo, Leslie | Communications & Marketing Manager | leslie@alohaharvest.org (808) 208-1581 | 11/3/2019 |
| Terrazas, Tina | Field Services Coordinator | tina@alohaharvest.org (808) 861-2754 | 8/5/2020 |
| Emery, Hannah | Volunteer Coordinator | hannah@alohaharvest.org (808) 518-7349 | 1/10/2021 |
| Wilson, Meredith | Programs Assistant | meredith@alohaharvest.org (808) 208-3503 | 1/31/2021 |
| Baum, Joshua "Buddy" | Data Specialist | buddy@alohaharvest.org (808) 208-0214 | 2/7/2021 |
| Johnson, Hiram | Lead Driver | hiram.johnson67@yahoo.com (808) 271-4276 | 2/6/2012 |
| Stevens, George | Driver | geostevens96@gmail.com (808) 364-8107 | 5/26/2014 |
| Pepa, Sini | Driver | pepasini123@gmail.com (808) 799-9737 | 11/15/2015 |
| Rondolos, Carlito (PT) | Driver | rondoloscarlito@gmail.com (808) 225-4670 | 7/22/2018 |
| Dickson, Shaun | Driver's Helper | spdickson1@gmail.com (808) 200-6285 | 1/31/2018 |
| Mateaki, Taniela "Nela" | Driver's Helper | tanielaafulolohea@gmail.com (808) 351-1998 | 2/21/2021 |
| Halaifonua, Thomas | Driver | thomas.halaifonua@gmail.com (808) 387-7043 | 6/6/2021 |
| Vinge, Daniel | Driver | vingedaniel808@gmail.com (808) 385-5628 | 7/5/2021 |
| Go, Andree (PT) | Driver's Helper | andreego@hawaii.edu (808) 372-5123 | 7/5/2021 |
| Lee, Danielle | Communications & Development Intern | danielle@alohaharvest.org (917) 445-4570 | 1/10/2022* |
| Medeiros, Deissery | Business Operations & Development Intern | deissery@alohaharvest.org (808) 728-9766 | 1/10/2022* |

*start of Internship



alohaharvest
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rharrison@fhb.com

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.

NA

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.

NA

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.

NA

4. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2022-23 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2022-23, but
- (b) Not received by the applicant thereafter.

Aloha Harvest has a 22-year history of successfully growing our food rescue operation and we continue to creatively raise funds and community support to maintain and expand this long-standing organization. Donors and donation amounts have continually increased in the past two years, and our operating budget has increased by over 76%. These funds are from numerous charitable foundations, corporations, County, and State agencies. Many of our funders, such as the Hau`oli Mau Loa Foundation and Hawaii Community Foundation, have provided funding over multiple years.

For FY2022 - 23, we have secured the following funding sources, specifically to support this project:

\$200,000 from the City Grants-In-Aid
\$100,000 from the Freeman Foundation
\$50,000 from the Atherton Family Foundation

There is also \$225,000 that is pending receipt in June, additional \$495,000 for general operations, and we have submitted over \$550,000 in grant proposals to support our capacity building for the Food Resilience Hub. A separate \$11M in funding support has been submitted for the capital campaign (acquisition, construction, site improvements) of the food hub.

We intend to augment our fund development efforts by investing in our IT system and building a robust volunteer workforce. This will allow us to optimize our operations, better utilize our staff and fleet, increase efficiency, and expand our reach in the community while maintaining/reducing our operating expenses.

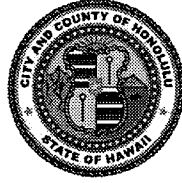
Besides providing a centralized hub for Aloha Harvest to aggregate, store, prepare and distribute food, other partners integrating into the space could create opportunities for increased collaboration, shared operating costs, and potential rental income. It is our hope that over time, fostering our network of partners by clustering activity in a food hub should lead to creating new jobs and additional services. A food hub will also facilitate organizational resilience and sustainability through the development of social enterprise programs that can become revenue generating activities to ensure long-term viability.

While consistently raising sufficient funds to sustain and grow the organization, Aloha Harvest has always maintained good accounting and fiscal management practices, effectively controlling operational costs. Obviously, a food hub facility poses additional costs, but also offers the opportunity to generate revenue. We will be able to balance costs by leasing portions of the building, and anticipate implementing a shared maintenance cost model, which will help with operations and raise additional unrestricted funds (potentially \$50,000+ annually). In addition, the team's efforts in Marketing and Development are expected to generate enough activity (and funds) to sustain the new positions and create additional roles as the scope and impact of the Resiliency & Recovery Food Hub increases.

If the project is not continually funded by the State, we will explore funding opportunities at the County and Federal level. We are also soliciting support on the national level, particularly through the ReFED Food Waste Funder Circle, a network designed for private, public, and philanthropic funders interested in using their capital to solve food waste challenges. Co-founded by ReFED and Upcycled Food Association, the FWFC helps drive investments and the capital flow needed to reach national and international goals to reduce food waste by 50% by the year 2030 (<https://refed.org/engage/food-waste-funder-circle/>). If we are awarded the grant at a lower amount than requested, we will scale our operations accordingly.

OFFICE OF ECONOMIC REVITALIZATION
CITY AND COUNTY OF HONOLULU

530 SOUTH KING STREET ROOM 306 HONOLULU, HAWAII 96813
PHONE: (808)768-4275 • EMAIL: oer@honolulu.gov • INTERNET: www.oneoahu.org



RICK BLANGIARDI
MAYOR

MICHAEL FORMBY
MANAGING DIRECTOR

October 4, 2021

To: "Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waialae Avenue, Suite 23
Honolulu, Hawaii 96816

Re: Letter of Support

Aloha Phil,

On behalf of our team and the people that we serve, I am writing this letter of support to express our appreciation of the ongoing partnership that we have with Aloha Harvest. The work that you do provides a great benefit to our local families, businesses, and economy while reducing the effects of food waste to our environment. Especially during this time of pandemic recovery and continued economic distress, your work to help create a more equitable and less wasteful food system for Hawaii is more important than ever. We share your passion of ensuring that we are fully utilizing our limited and precious resources.

Aloha Harvest is helping O`ahu achieve Climate Action goals 8.3 by strengthening the infrastructure and partnerships for edible food recovery as well as 9.4 which is to explore new public-private partnerships to increase the diversion of food and other organic material from the waste stream through composting and/or other solutions. They have been an integral partner as we care for our communities through the COVID pandemic, and work toward a stronger Post pandemic community.

Our team is excited to continue our partnership. We are in full support of your efforts to expand the reach and increase the impact of your mission. Mahalo for the good work that you do.

Sincerely,

A handwritten signature in black ink, appearing to read "Dexter Kishida".

Dexter Kishida
City and County of Honolulu
Food Security and Sustainability Program Manager



To: "Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waiālae Avenue, Suite 23
Honolulu, Hawaii 96816

June 29, 2021

Re: Letter of Support

Aloha Phil,

On behalf of our team and the people that we serve, I am writing this letter of support to express our appreciation of the ongoing partnership that we have with Aloha Harvest. The work that you do provides a great benefit to our local families, businesses, and economy while reducing the effects of food waste to our environment. Especially during this time of pandemic recovery and continued economic distress, your work to help the most vulnerable in the community, is more important than ever.

Touch A Heart is a 501c3 nonprofit that transforms the lives of those facing barriers to employment by providing vocational training in a healing and nurturing environment that creates pathways to job placement. Aloha Harvest has partnered with us to provide rescued food for our training program and meal program. They have also been a partner Employer providing opportunities for employment in their organization.

We are excited to continue our partnership through this new program. We are in full support of your efforts to expand the reach and increase the impact of your mission. Mahalo for the good work that you do.

Sincerely,

Robin Kumabe

Executive Director, Touch A Heart

Once A Month Church

PO Box 117, Hale'iwa, Hawaii 96712

August 10, 2021

RE: Letter of Recommendation

TO: Aloha Harvest

To Whom It May Concern:

The North Shore Food Bank* (NSFB) has been serving the North Shore community for the past 17 years. It is operated by the NSFB crew and volunteers from all around the island. Every first and third Wednesday at noon, we set up tents at Kaiaka Bay Beach Park and pass out free food to anyone who needs help.

Aloha Harvest delivers quality rescued food to us at least twice a month! Mahalo, Aloha Harvest, for your endless support for some 13 plus years! We have been able to serve so many families, seniors, and individuals in the North Shore community throughout the years. Especially during these unprecedented times, the North Shore Food Bank relied on Aloha Harvest for every distribution! We are blessed to have this partnership.

*The North Shore Food Bank is an outreach project under Once A Month Church.

Sincerely,



Linda Seyler

Once A Month Church/North Shore Food Bank - Director
PO Box 117
Hale'iwa, HI 96712
(808) 780-8037
NSN4Linda@gmail.com

To: "Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waialae Avenue, Suite 23
Honolulu, Hawaii 96816

Re: Letter of Support

Aloha Phil,

On behalf of the Sustainable Coastlines Hawai'i community, I am writing this letter of support to express our appreciation of the ongoing partnership that we have with Aloha Harvest and the opportunity expand our collaborations. The work that you do provides a great benefit to our local families, businesses, and economy while reducing the effects of food waste to our environment. Especially during this time of pandemic recovery and continued economic distress, your work to help create a more equitable and less wasteful food system for Hawaii is more important than ever. We share your passion of ensuring that we are fully utilizing our limited and precious resources.

Sustainable Coastlines Hawai'i (SCH) is a grassroots, locally grown nonprofit organization run by a small team of dedicated staff, supported by passionate core volunteers, and extended through a vast community of coastal advocates across all our islands. Our mission is to inspire local communities to care for their coastlines. To do so, we coordinate large scale coastal cleanups, educational programs, public awareness campaigns, partner with businesses and government agencies, and facilitate other interested groups to run their own cleanups.

In direct alignment with Aloha Harvest's interest and focus on food waste, our waste diversion program that began with the Vans Triple Crown of Surfing has evolved into one of the leading waste prevention campaigns in Hawai'i. The program continues to expand, both in scope and impact. Our next steps are pushing the innovation curve by bringing Hawaii's systems management closer to a closed loop system. Composting and the best end-use for a rising market of compostable materials have been neglected on our islands. SCH is proud to be stepping in to move the needle on these systems and help advance future policy that will usher in sustainable change. Our in-vessel composting system, a first of its kind for Hawai'i, is up and running and Aloha Harvest will be a perfect fit for expanding the impact of this paradigm shifting project. Our goal is to show that microgrid composting can work across the State of Hawai'i and that our policy makers should look to invest in circular models that treat food waste and compostable materials as a resource.

Our team is excited to continue our partnership through this new program. We are in full support of your efforts to expand the reach and increase the impact of your mission. Mahalo for the good work that you do.

Sincerely,

A handwritten signature in black ink, appearing to read 'Rafael Bergstrom', with a stylized flourish at the end.

Rafael Bergstrom

Executive Director, Sustainable Coastlines Hawai'i



October 12, 2021

To: "Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waialae Avenue, Suite 23
Honolulu, Hawaii 96816

Re: Letter of Support for the Healy Foundation funding opportunity

Aloha Phil,

I am thrilled to have an opportunity to express our support of Aloha Harvest. Zero Waste O'ahu's mission is to help (re)build an equitable and waste-free Hawai'i, which intersects with the priorities of Aloha Harvest. We firmly believe that partnership amplifies impact and we are grateful to continuing working with Aloha Harvest to divert food waste from landfills and incinerators and increase local composting opportunities.

The work that Aloha Harvest does provides a great benefit to our local families, businesses, and economy. This is especially true during this trying time of pandemic recovery. Not only does the work of Aloha Harvest help Hawai'i's people, but it also minimizes the impacts of food waste to our environment and our climate. We look forward to continuing to work with Aloha Harvest, and alongside other fantastic community partners like Sustainable Coastlines and the City and County of Honolulu, to expand access to community composting and minimize food waste.

Our team is excited to continue our partnership through this new program. We are in full support of your efforts to expand the reach and increase the impact of your mission. Mahalo for the important and great work that you do.

Mahalo,

Nicolee Chattersoe

Nicole Chattersoe, Executive Director
Zero Waste O'ahu

SUPERSISTENCE

10/5/2021

To: "Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waiālae Avenue, Suite 23
Honolulu, Hawaii 96816

From: Hunter Heavilin
Supersistence, Food System Planner
2861 Komaia Place
Honolulu, HI 96822

Re: Letter of Support

Aloha Phil,

On behalf of Supersistence, I am writing this letter of support to express our appreciation of the ongoing partnership that we have with Aloha Harvest. The work that you do provides a great benefit to our local families, businesses, and economy while reducing the effects of food waste to our environment. Especially during this time of pandemic recovery and continued economic distress, your work to help create a more equitable and less wasteful food system for Hawaii is more important than ever. We share your passion of ensuring that we are fully utilizing our limited and precious resources.

Supersistence is a local food and agricultural systems consulting firm with in-depth knowledge and first-hand experience working across the local food system. Supersistence will support the project through assessing the food businesses that are not regulated by existing food waste policy, identifying target businesses for project outreach, and forging connections with farmer networks to utilize compost produced from diverted food wastes.

Our team is excited to continue our partnership through this new program. We are in full support of your efforts to expand the reach and increase the impact of your mission. Mahalo for the good work that you do.

Sincerely,


Hunter Heavilin
Food Systems Planner, Supersistence



Foodland
Food, Family, Friends & Aloha



January 16, 2020

"Phil" Augustus Acosta
Aloha Harvest, Executive Director
3599 Waialae Avenue, Suite #23
Honolulu, Hawaii 96816

Re: Letter of Support

Aloha Mr. Acosta,

On behalf of our team at Foodland, I am writing this letter to express our gratitude and appreciation for the ongoing partnership that we have with Aloha Harvest. The work that you do provides a great benefit to Foodland and other local businesses while reducing the effects of food waste to our environment. We support your request to the State Legislature to approve your Grad-in-Aid proposal. This would allow you to replace your fleet and allow your organization to continue with the important mission to rescue quality excess food to feed the hungry people in Hawaii.

As Hawaii's largest locally owned and operated grocery retailer, Foodland is committed to building both a better shopping experience and a better Hawaii. We firmly believe that our community benefits from having a strong, local supermarket. And we are dedicated to being a leader in serving Hawaii's consumers. Our mission, "We deliver exceptional food and outstanding shopping experiences to nourish and delight our customers, while enriching our community," was born from our Founder's strong values. Today, we continue his legacy by working to build strong partnerships between our company, our customers and our community. Our joint efforts with Aloha Harvest to rescue excess food from all of our stores on Oahu is in alignment with this mission.

Please know that we really appreciate our partnership with Aloha Harvest. We are in full support of your efforts to expand your operations and increase the impact of your programs. Mahalo for the good work that you do to help the poor, needy, and hungry in Hawaii.

Sincerely,

A handwritten signature in black ink that reads "Stacy Waiau-Omori".

Stacy Waiau-Omori
Vice President of Sales and Operations
Foodland Super Market, Ltd.

Additional Links and References

Live Data Dashboard

<https://alohaharvest.org/data/>

2021 End-of-Year Impact Report/ Quarterly Newsletters

<https://alohaharvest.org/reports/>

Food Resilience Hub – Feasibility and Expansion Study

https://drive.google.com/file/d/1RDjKuA4A4mHX23_DFci_xE3pJW8uMjIZ/view?usp=sharing

Food Resilience Hub – Proposal to City and County of Honolulu

<https://drive.google.com/file/d/1fcfBAcSllLYrY15wvyrbtmQatCQFKFv5/view?usp=sharing>