

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



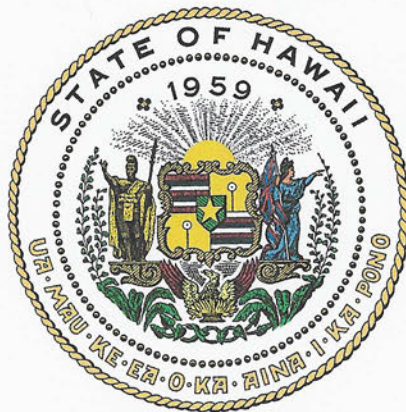
AUTHORIZED SIGNATURE

JULIE MORIKAWA, PRESIDENT

PRINT NAME AND TITLE

JANUARY 20, 2022

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

CLIMBHI

was incorporated under the laws of Hawaii on 10/15/2009 ; 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 14, 2022

Director of Commerce and Consumer Affairs



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

The undersigned authorized representative of the applicant certifies the following:

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

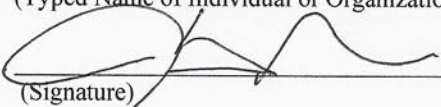
- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a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

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

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

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

ClimbHI
(Typed Name of Individual or Organization)


(Signature)

January 18, 2022
(Date)

Julie Morikawa
(Typed Name)

President
(Title)



Application for Grants

I. Certification- Attached immediately after the cover page

1. Certificate of Good Standing
2. Declaration Statement
3. Public Purpose

The grant will be used for public purpose to include education and economic development especially for those in low to moderate income areas, pursuant to Section 42F – 102, Hawaii Revised Statutes.

With COVID 19 dramatically changing Hawaii's economic and education landscape, ClimbHI Bridge, an online portal, provides a necessary tool to connect educators, students (especially those in low to moderate income areas), and businesses, with the goal of providing social capital, equitable access, and inspiration for our keiki across all districts to help them achieve economic self-sufficiency. Across the state there is a high need for opportunities for our youth to explore diverse income sources such as jobs and entrepreneurial opportunities, and the path to get there, so that the current trend of people leaving because they are not able to thrive in the islands (45% of households have either had someone move to the mainland or are strongly considering it) can be reversed.



II. Background and Summary

1. Brief Description of the applicant's background

Founded in 2009, ClimbHI seeks to inspire students to finish high school and proceed to post-secondary education or employment by exposing them to future career paths and the steps necessary to achieve those goals. ClimbHI is a Hawaii-based 501(c)(3) nonprofit that focuses on three main program areas: Leadership, Exploration, Inspiration (LEI) events; the Service Excellence Certificate for high school students; and the ClimbHI Bridge online portal that connects businesses, educators and students. ClimbHI also oversees several awards programs for educators and businesses.

2. The goals and objectives related to the request

With COVID 19 dramatically changing Hawaii's economic and education landscape, ClimbHI Bridge delivers a necessary online tool to connect educators, students (especially those in low to moderate income areas) and businesses safely and efficiently with the goal of inspiring our keiki to achieve economic self-sufficiency, improve social capital, and find inspiration through the exploration of diverse income sources such as jobs and entrepreneurial opportunities. For the year, ClimbHI's objectives are to support 180 public schools (K-Post-Secondary) with on boarding, access, updates, and customer service for ClimbHI Bridge; manage a minimum of 150 requests through the portal for the school year; and engage over 20,000 students and teachers (duplicate) with each school district represented.

3. The public purpose and need to be served

With COVID 19 dramatically changing Hawaii's economic and education landscape, ClimbHI Bridge, an online portal, is a necessary tool to connect educators, students (especially those in low to moderate income areas), and businesses, with the goal of providing social capital and inspiration for our keiki across all districts to help them achieve economic self-sufficiency. Across the state there is a high need for opportunities for our youth to explore diverse income sources such as jobs and entrepreneurial opportunities, and the path to get there, so that the current trend of people leaving because they are not able to thrive in the islands (45% of households have either had someone move to the mainland or are strongly considering it) can be reversed.

4. Describe the target population to be served

The target population to be served is Hawaii Department of Education students from kindergarten through 12th grade (K-12) as well as post-secondary students from the University of Hawaii System. In these 11 months since on boarding started in mid-



January 2021, over 32,000 students statewide from K-Post-Secondary were engaged in events through ClimbHI Bridge.

5. Describe the geographic coverage

The geographic coverage is statewide with equitable access for all school districts within the Hawaii Department of Education and University of Hawaii System. In 2021, every district across the state made requests through ClimbHI Bridge and received acceptances for their events by local businesses.

III. Service Summary and Outcomes

1. Describe the scope of work, tasks, and responsibilities

With COVID 19 dramatically changing Hawaii's economic and education landscape, ClimbHI Bridge emerged and was selected by the Hawaii Executive Collaborative as a gift to the Hawaii Department of Education. ClimbHI Bridge provides a necessary tool to connect educators and businesses safely and efficiently with the goal of inspiring our keiki to achieve economic self-sufficiency through the exploration of diverse income sources such as jobs and entrepreneurial opportunities. ClimbHI Bridge is a portal built to connect Educators and Businesses through streamlined communication that leads to successful outcomes. Once in the portal, there are multiple opportunity types for Educators to explore and then send requests to businesses that are available in each category:

- Guest Speaking / Guest Teaching
- Judges & Coaches Sought
- Mentorships/Advisory Boards
- Job Shadowing/Teacher Externships
- Project-Based Learning
- Scholarships
- Jobs
- Internships
- Site Visits and Other Events
- Career Fair Participation and Job Readiness Activities
- Materials and Resources

Funding is being requested from this Grant in Aid to provide resources for ClimbHI to source and support businesses/opportunity providers, educators (K-post-secondary), and students to benefit all school districts. Support from this Grant in Aid will also assist with further development of ClimbHI Bridge to continue improving the robust offering



for Hawai'i's keiki to learn about career paths here at home and the process necessary to achieve those goals.

ClimbHI Bridge is different and innovative:

- Schools, businesses, and soon students will have their own logins.
- There are currently 11 opportunity types, a wish list, and general inquiry fields.
- Filter by island, Career and Technical Education Pathway, grade level, and/or event language services (sign language and 'Ōlelo Hawai'i).
- Educators can send requests directly to businesses through the portal; students will be able to source resources, materials, and exposure opportunities directly in the portal
- Automated email notifications are triggered with all requests and communication through the portal
- Businesses can reply in three ways: accept, decline, or ask for more information.
- Accepted event dates are tracked and reminders sent
- Post-event information is requested and collected
- All parties are able to export event details into csv files for overall tracking of initiatives

For the year, ClimbHI's objectives are to support 180 public schools (K-Post-Secondary) with on boarding, access, updates, and customer service for ClimbHI Bridge; manage a minimum of 150 requests through the portal for the school year; and engage over 20,000 students and teachers (duplicate) with each school district represented.

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

Projected Annual Timeline	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Total
1. Impact 20,000 students/teachers statewide with opportunities/year (duplicated)			2,000	3,000	2,000	2,000	2,000	2,000	2,000	3,000	2,000		20,000
2. Support 180 public schools (K-Post-Secondary) with on boarding, access, updates, and customer service.		40	20	10	10	10	40	20	10	10	10		180
3. Manage a minimum of 150 educator and student requests through ClimbHI Bridge for the 2022-2023 school year		50	10	5	5	5	50	10	5	5	5		150

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



Deliverable for ClimbHI Bridge will be primarily tracked through the portal activity allowing for real-time monitoring and evaluation of results. ClimbHI will be managing results on a daily, weekly, and monthly basis to assess performance and make improvements immediately, when needed.

Measures of Effectiveness

1. Impact 20,000 students/teachers statewide with opportunities/year (duplicated)
2. Support 180 public schools (K-Post-Secondary) with on boarding, access, updates, and customer service.
3. Manage a minimum of 150 educator and student requests through ClimbHI Bridge for the 2022-2023 school year

Documentation for Monitoring, Evaluating, and Improving Results

1	Report from ClimbHI Bridge showing the total number of students/teachers engaged and other details in all accepted events
2	1) ClimbHI Bridge report showing total count and names of registered public schools; 2) Spreadsheet detailing dates, school name, # of educators/students, and other details around school trainings, communication, meetings, and support provided by ClimbHI each month
3	Report from ClimbHI Bridge showing educator/student request details to include type of opportunity, count, requestor name, school, date requested, decision, business, etc.

- List the measure(s) of effectiveness that will be reported to the State agency through which grant funds are appropriated (the expending agency).

See images above for “Documentation for Monitoring, Evaluating, and Improving Results” and “Projected Annual Timeline”.

IV. Financial

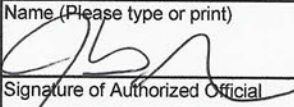
Budget

- Budget Forms- The following forms are attached immediately after the list below:
 - Budget request by source of funds
 - Personnel salaries and wages
 - Equipment and motor vehicles
 - Capital project details- Not Applicable
 - Government contracts, grants, grants, and grants in aid

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2022 to June 30, 2023

Applicant: ClimbHI

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	103,700		74,650	
2. Payroll Taxes & Assessments	6,500		5,711	
3. Fringe Benefits	2,000			
TOTAL PERSONNEL COST	112,200		80,361	
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				2,000
2. Insurance				2,500
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				1,000
6. Supplies			1,639	6,000
7. Telecommunication	2,400			2,400
8. Utilities				1,000
9. Technical Support	23,000			12,000
10. Accounting			6,000	9,000
11. Portal Development	10,000		12,000	32,100
12. PR/Marketing				15,000
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	35,400		19,639	83,000
C. EQUIPMENT PURCHASES	2,400			2,000
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)	150,000		100,000	85,000
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	150,000	Julie Morikawa (808) 206-2853		
(b) Total Federal Funds Requested	0	Name (Please type or print) Phone		
(c) Total County Funds Requested	100,000			
(d) Total Private/Other Funds Requested	85,000			
TOTAL BUDGET	335,000	Julie Morikawa, President Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2022 to June 30, 2023

Applicant: ClimbHI

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Project Manager	1	\$108,000.00	50.00%	\$ 54,000.00
Project Assistant	1	\$50,000.00	50.00%	\$ 25,000.00
Customer Service Manager	0.5	\$24,700.00	100.00%	\$ 24,700.00
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				103,700.00
JUSTIFICATION/COMMENTS:				

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2022 to June 30, 2023

Applicant: ClimbHI

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Laptop with accessories	2.00	\$1,200.00	\$ 2,400.00	\$ 2,400.00
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:	2		\$ 2,400.00	2,400

JUSTIFICATION/COMMENTS:

2 Part-time employees transitioning to full-time, so laptop equipment needed for increased responsibilities

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				

JUSTIFICATION/COMMENTS:

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2022 to June 30, 2023

Applicant: ClimbHI

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2020-2021	FY: 2021-2022	FY:2022-2023	FY:2022-2023	FY:2023-2024	FY:2024-2025
PLANS	N/A					
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:	N/A					
JUSTIFICATION/COMMENTS: <p style="text-align: center;">Not Applicable</p>						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: ClimbHI

Contracts Total: 124,000

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	Grants in Aid CT-DCS-2200013 ClimbHI Bridge	8/30/2021 - 2/28/2023	Department of Community Services	Honolulu	\$ 72,000
2	Grant G5427- ClimbHI Bridge	9/8/2021-6/30/2022	Office of Economic Development	Maui County	\$ 10,000
3	Grants in Aid CAREA2-0002- ClimbHI Bridge	3/1/2020-12/30/2020	Office of the Mayor	Kauai	\$ 42,000



2. Anticipated quarterly funding requests for the fiscal year 2023

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$ 48,000	\$ 34,000	\$ 34,000	\$ 34,000	\$ 150,000

3. List of all other sources of funding being sought for fiscal year 2023

Sources Being Sought for FY 2023

Funding Source	Secured	Requesting	Grand Total
County			
City and County of Honolulu		\$ 70,000	\$ 70,000
County of Hawaii		\$ 10,000	\$ 10,000
County of Kauai		\$ 10,000	\$ 10,000
County of Maui		\$ 10,000	\$ 10,000
Public			
Hawaii Executive Collaborative	\$ 50,000		\$ 50,000
Hawaii Community Foundation Grants		\$ 15,000	\$ 15,000
Kamehameha Schools		\$ 10,000	\$ 10,000
Private			
Alaska Airlines		\$ 10,000	\$ 10,000
Total	\$ 50,000	\$ 135,000	\$ 185,000

4. All state and federal tax credits granted within the prior three years
No state or federal tax credits granted within the prior three years.

5. List of all federal, state, and county government contracts, grants, and grants in aid granted within the prior three years and receiving for fiscal year 2023 for program funding.

The list below is all federal, state, and county government contracts, grants, and grants in aid granted within the prior three years but none of which are for fiscal year 2023 program funding.

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: ClimbHI

Contracts Total: 124,000

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	Grants in Aid CT-DCS-2200013 ClimbHI Bridge	8/30/2021 - 2/28/2023	Department of Community Services	Honolulu	\$ 72,000
2	Grant G5427- ClimbHI Bridge	9/8/2021-6/30/2022	Office of Economic Development	Maui County	\$ 10,000
3	Grants in Aid CAREA2-0002- ClimbHI Bridge	3/1/2020-12/30/2020	Office of the Mayor	Kauai	\$ 42,000

6. Balance of unrestricted current assets as of December 31, 2021= \$0. No unrestricted current assets available.



V. Experience and Capability

1. Necessary Skills and Experience

ClimbHI Bridge has achieved all proposed outcomes for the initial development, testing, launch, and is on track with the City & County of Honolulu's Grant in Aid for 2021-2022. ClimbHI has a strong track record of having relevant capacity in place to successfully achieve the proposed outcomes. Furthermore, the signed 5-year agreement with the Hawaii Department of Education creates a captive audience for the ClimbHI Bridge with all public schools. Fiscal resources include a signed 5-year grant agreement with Hawaii Executive Collaborative (now in year 2) for \$250,000 and grant applications to new and existing sources. Other fiscal resources to be launched on ClimbHI Bridge are subscriptions and marketing. Other relevant resources include partnerships with many organizations like the Chamber of Commerce Hawaii and its island branches, Hawaii Executive Conference, Hawaii Tourism Authority, Hawaii Agricultural Foundation, Vibrant Hawaii, and all counties across Hawaii.

Further validation of ClimbHI Bridge's effectiveness at reaching its goals and objectives is shown in the partners that have come on board to promote the tool to their communities: Chamber of Commerce Hawaii, Alaska Airlines, Vibrant Hawaii, Movers & Shakas, TRUE Initiative, P-20, and Junior Achievement. This grant activity will increase the reach and effectiveness of the tool by adding more businesses, educators, and students/parents.

Work on ClimbHI Bridge began in August of 2019 with the support of multiple grants. Alpha and Beta testing with a small group of schools and businesses was conducted over the 2nd semester of the 2019-2020 school year. After successful completion of the testing, ClimbHI Bridge was presented to HI DOE and requested as a resource that was gifted to the department by the Hawaii Executive Collaborative. With the support from the City & County of Honolulu's Grant in Aid for 2021-2022, all county public schools have been provided training, more businesses approached and on boarded, and the student channel is being developed. ClimbHI has submitted monthly reports and is on track with the deliverable schedule as it has the right capacity in place to meet the desired outcomes.

ClimbHI has successfully executed on all grants and contracts secured in the past 10 years for its programs. Here is a list of verifiable experience (projects and contracts) for ClimbHI Bridge for the most recent 3 years with two contracts pertinent to the request (Hawaii Department of Education and Hawaii Executive Collaborative):



- County of Kauai Cares Grant- \$42,000- FY 2020- Completed launch of ClimbHI Bridge, sourcing Kauai businesses, and provided on boarding training for all Kauai K-12 public schools.
- Education Bridge- \$53,650- 2019-2021- Completed development, alpha and beta testing, and launch of ClimbHI Bridge
- Hawaii Department of Education- 2020-2025- Contract with HIDOE to provide ClimbHI Bridge for 5 years. Successful execution of 2020-2021 contracts focused on providing training to all HIDOE schools. (Tool is being gifted by grants to HIDOE, so no \$ contract)
- Hawaii Executive Collaborative- \$50,000 per year for 2020-2025- Successful launch and roll-out of ClimbHI Bridge gift to HIDOE from 2020-2021. Focus for 2022 onwards is to keep the ClimbHI Bridge operational while providing support to businesses and educators and continuing to grow the participation on the platform.
- Maui County Department of Economic Development- \$10,000- FY 2022- Grant is currently in progress and all monthly deliverables have been achieved thus far with the focus on supporting Maui public schools and bringing on more Maui businesses to provide opportunities on ClimbHI Bridge.
- City and County of Honolulu Grant in Aid- \$72,000- FY 2022- Grant is currently in progress and all monthly deliverables have been exceeded for the successful roll-out and ramp-up for the educator portion of ClimbHI Bridge. The other deliverables like an alpha test on a student channel are on track for the remainder of the year.

2. Facilities

Not applicable- ClimbHI strives to operate efficiently with only must have expenses incurred. ClimbHI Bridge is an online resource not requiring physical facilities to save on those costs and focus received funds directly into affecting students' future success.

VI. Personnel: Project Organization and Staffing

1. Proposed Staffing, Staff Qualifications, Supervision and Training

ClimbHI has a strong track record of having relevant capacity in place to successfully achieve the proposed outcomes. To meet the proposed goals and objectives in this grant, ClimbHI is requesting funding to have the Project Manager and Project Assistant's positions increased from part-time to full-time positions and to add a part-time Customer Service Manager position. The individuals in place are trained, have proven their competence by successfully reaching all goals through the alpha, beta, and roll-out stages, and agreed to move into the full-time rolls. For the Customer Service Manager position, ClimbHI has a pipeline of talent trained and ready to take on the role through



its volunteer and internship opportunities. ClimbHI is celebrating its 10th anniversary of programming this year, so we take great pride in the processes and procedures established from the onset to supervise, train, and provide administrative direction to meet and many times exceed all goals for secured grants.

ClimbHI has a team of seasoned executives that have taken the lead on planning and executing ClimbHI's work force development programs successfully for the past 10 years. ClimbHI's longest standing program and a great example its ability to reach proposed outcomes is the LEI (Leadership Exploration Inspiration) program. ClimbHI has successfully worked with the Hawaii Tourism Authority and the Hawaii Department of Education for the past 10 years for the LEI Program, a workforce development program that takes place on 4 islands and helps over 1,000 of Hawaii's youth annually find career paths here at home and the pathway to achieve their goals. There have also been many successful years of grants for LEI with Kauai, Hawaii, and Maui Counties.

ClimbHI has partnered with Cornell University's School of Hotel Administration, the Hawaii Tourism Authority, and many hotel industry partners to create a custom, on-demand certificate program for the Hawaii Department of Education now in its second year. Over 1,400 high school students across the state completed the 9-module ClimbHI Service Excellence Certificate in 2021.

ClimbHI adds new partnerships each year with over 500 partners currently. As ClimbHI continues to expand programming, it has maintained partnerships with the original 150 companies for over 8 years. Here are some of ClimbHI's long standing partners: Hawaii Tourism Authority (10 years); Hawaii/Maui/Kauai Counties (6 years); Alaska Airlines (4 years); over 40 Public High Schools Statewide; 4 post-secondary institutions (8 years); over 100 businesses that participate in exposure and career fair events; and over 160 volunteers that donate time to ClimbHI's events.

Work on ClimbHI Bridge began in August of 2019 with the support of multiple grants. Alpha and Beta testing with a small group of schools and businesses was conducted over the 2nd semester of the 2019-2020 school year. After successful completion of the testing, ClimbHI Bridge was presented to HI DOE and requested as a resource that was gifted to the department by the Hawaii Executive Collaborative. After year one of the HIDOE gift, 145 county public schools are registered on the portal. ClimbHI is on track with the deliverable schedule for the City and County of Honolulu Grant In Aid as it has the right capacity in place to meet the desired outcomes.

Julie Morikawa has been leading ClimbHI since 2009 and is the Project Manager for ClimbHI Bridge. With Julie's direction, ClimbHI Bridge has achieved all proposed outcomes to date for development, testing, launch, and is on track with the City & County of Honolulu's Grant in Aid for 2021-2022. She has an extensive history in



hospitality and technology having worked at OTAs, eCommerce companies, hotel direct technology providers, hotels, restaurants, and mobile apps with companies including Expedia Inc, Aston Hotels & Resorts, Bellagio, Trump International Hotels & Resorts, Walt Disney World’s Polynesian Resort, Remark Media, and Traveltripper. Julie is a graduate of Punahou School and holds a BS in Hotel Administration from Cornell University. She is also the former President of the Cornell Hotel Society in Hawaii.

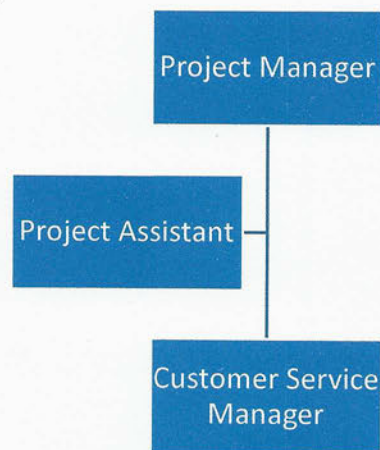
Julie was recognized as the 2021 Woman of the Year by the Hawaii Chapter of Women in Lodging and Tourism. She was also named to the 2021 Women Who Mean Business cohort by Pacific Business News and she was named as a finalist in the Pacific Edge Magazine's Non-Profit Impact Award for 2021. For 2022, Julie was just named one of the 20 to Watch for the Next 20 from Hawaii Business Magazine.

Important Organizational Knowledge

Anthony Suetsugu, Volunteer Director and Corporate Secretary. Mr. Suetsugu is a Partner at Kobayashi, Sugita & Goda, specializing in commercial litigation, public utilities, and intellectual property.

Rob Bertholf, Development Contractor, who is a talented marketer & technologist with 20 years of experience. As a technologist, Rob has architected and developed applications for the Pentagon, Fortune 100 companies, filed a patent (US20060294199) on one of the first Content Management Systems (WebOS) and has since invented a hyper-contextual community platform. Rob developed ClimbHI Bridge with his unique expertise and technical capabilities.

2. Organization Chart



3. Compensation Current



- Project Manager- \$66,000 part-time salary
- Project Assistant- \$18/hour part-time
- 3rd highest paid position- not applicable as only 2 current employees

Proposed

- Project Manager- \$108,000 full-time salary
- Project Assistant- \$50,000 full-time salary
- Customer Service Manager- \$24,700 part-time salary

VII.Other

1. Litigation- No pending litigation
2. Licensure or Accreditation- Not applicable
3. Private Educational Institutions- The grant will not be used to support or benefit a sectarian or non-sectarian private educational institution.
4. Future Sustainability Plan

There is a long-term plan of advancements and enhancements for ClimbHI Bridge that goes beyond the grant period and is supported by a 5-year contract for funding and support from the Hawaii Executive Collaborative and Hawaii Department of Education (4-years remaining on the contract). Other grants and resources will be sought, as well as implementing a revenue model of business subscriptions and marketing opportunities on ClimbHI Bridge. Here are the targets beyond the grant period:

- Expand the reach to private schools, post-secondary, and non-profits/entities that make requests of the business community to bring all requestors into the same place.
- Launch marketing tools to include educator and student newsletters, in-portal merchandising spots, and sort order placement to start a revenue stream from businesses for marketing and subscriptions
- Aggregate wish lists from educators and disseminate to business users to source and create solutions.
- Work with high schools (public and private) and college students all across the county to launch exposure goals for students: Educators will be able to upload class lists to ClimbHI Bridge, set exposure requirements (students can select different events and site visits) for students to complete within a timeframe, and track completion.
- Continue to add new businesses on the portal to keep all workforce development tracked.



Applicant: ClimbHI

- The long-term benefit to the state/community is a data tracking tool for workforce development, and an efficient and effective resource for students to source exposure, job, and post secondary opportunities; for educators to provide many more career development opportunities throughout the school year (in and out of the classroom) due to organizing events being so efficient through the portal; for businesses to have an efficient tool to track and organize all educator requests; and for businesses to reach a target market (highschool and college students) that they have never been able to directly communicate with previously about opportunities within their companies.