

**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:

Hawaii Floriculture and Nursery Association (HFNA)

Amount of State Funds Requested: \$ 430,032

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

New varietal development of anthuriums and orchids to meet consumer demand and expand export markets, to promote Hawaii floriculture products and expand the domestic market through participation and sponsorship in American Institute of Floral Designers (AIFD) 2022 Symposium, and to develop and implement a statewide educational program for students, from primary to graduate studies, as well as new farmers in order to promote the diversity of careers available in the floriculture industry.

Amount of Other Funds Available:

State: \$ 10,000

Federal: \$ 38,850

County: \$ 18,700

Private/Other: \$ 23,000

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

\$ 550,000

Unrestricted Assets:

\$ \_\_\_\_\_

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:

P.O. Box 5640

City:

Hilo

State:

HI

Zip:

96720

Contact Person for Matters Involving this Application

Name:  
Eric S. Tanouye

Title:  
President

Email:  
eric@greenpointnursery.com

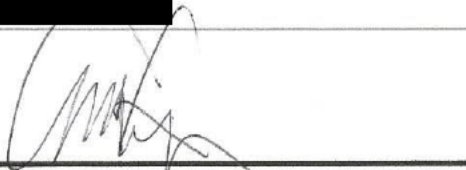
Phone:  
808-960-1433

Federal Tax ID#:

██████████

State Tax ID#

██████████



Authorized Signature

Eric S. Tanouye, President

Name and Title

1/19/22

Date Signed

## 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)**

If the applicant is an organization, the applicant shall submit one (1) copy of a certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2021.

Attached

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

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

Attached

#### **3. Public Purpose**

The applicant shall specify whether the grant will be used for a public purpose pursuant to [Section 42F-102, Hawaii Revised Statutes](#).

The 2022 HFNA Grant-In-Aid will be used for public purpose pursuant to Section 42F-102, Hawaii Revised Statutes.

### **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;  
HFNA is a statewide umbrella organization with over 300 members from the floriculture industry which includes breeders, hybridizers, propagators, growers, shippers, wholesalers, retailers, educators and the allied industries that support growth and profitability for its members. HFNA is a non-profit corporation under Section 501© 6 of the Internal Revenue Code of 1986, as amended.

The floriculture and nursery industry is Hawaii's third largest commodity group with \$81.6 million in sales in 2020, down 5% from 2018 sales of \$86.0 million due to the impacts of the pandemic. However, at its peak in 2007, the floriculture and nursery industry sales value was \$108 million.

HFNA has been a strong supporter and contributor to formulate the first Hawaii Biosecurity Plan. HFNA members worked with the Hawaii Department of Agriculture on the pilot programs, which worked towards expanding their markets, lowering pest problems in their operations, and increased research on cultivar development.

2. The goals and objectives related to the request;  
While demands for Hawaii grown cut flowers, blooming plants and foliage are increasing, the number of farmers is decreasing due to downsizing or retirement. For the Hawaii floriculture industry to grow and achieve sustainability, new farmers need to be sought out and encouraged to choose floriculture as their livelihood. Those new to the industry find it difficult to learn crucial information that will assist them in their new endeavors, whether due to lack of available information, limited resources and/or time.

Our goal is to work towards an economically sustainable floriculture industry. This, in turn, will serve to help the State of Hawaii reach the goal of a healthy, sustainable diversified agriculture industry. Our objectives are to:

- Support and expand breeding research in new cultivars to remain competitive and enhance Hawaii's market share in the local, domestic and international markets;
- Continue the development and implementation of our new educational program for students and new farmers to provide them with information on career opportunities available in the floriculture industry;
- Expand our local, domestic and international markets through outreach and education on the value of Hawaii floriculture products in order to return Hawaii floriculture sales to the \$108 million value reported in 2007.

3. The public purpose and need to be served;  
For Hawaii floriculture growers to successfully compete in the local, domestic and international markets, they need to offer new and unique varieties. Through research and development of cultivars with traits desired by buyers, such as new colors, shapes and sizes, the diversity of varieties will be expanded and demand for Hawaii grown flowers and plants will increase.

With the shortage of flower and foliage growers in Hawaii, the encouragement of students, from primary through secondary and collegiate studies, to develop an interest in various agricultural careers in floriculture, is crucial to the sustainability and expansion of the industry. Providing educational resources to students and new farmers will inspire them to garner interest in Hawaii floriculture.

HFNA wants to expand Hawaii's market share of the local, domestic and international markets to allow existing and new farmers and nursery operators to be successful. Promoting Hawaii flowers and foliage utilizing the opportunity to do so in a forum with an international spotlight will work towards that expansion.

4. Describe the target population to be served; and  
Flower and foliage nursery operators and farmers, researchers, wholesalers and allied suppliers.
5. Describe the geographic coverage.  
Statewide, as HFNA membership includes over 300 farms, nurseries and allied businesses statewide.

### **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;

#### **A. Varietal Research & Breeding Program**

*Scope of Work:* The breeding program for orchid and anthurium will increase the availability of new and existing cultivars for members of the Hawaii Floriculture and Nursery Association to produce in order to meet the growing need for new varieties. This will enable the growers to continue to engage in a profitable business that fulfills consumers' demand for floral products as influenced by floral designers. Due to the COVID19 pandemic, the supply of planting materials, particularly for orchids, has been reduced due to travel restrictions to and from countries in which propagation work has been outsourced. Our goal is to produce seed propagated varieties for distribution to local farmers to grow to marketable size.

#### *Tasks:*

- Increase the numbers of promising anthurium selections already in advanced/field testing for market testing by cooperators.
- Release anthurium cultivars with characteristics desired by growers and designers.
- Re-release a previously released anthurium cultivar that is now in demand by floral designers.
- Increase selections of obake anthuriums for field testing and evaluation.
- Increase selections of standard colors of anthuriums with desirable qualities for growers and designers.
- Reduce the time for pollination to release (14 year average) by evaluating response of selections by improving the efficiency of tissue culture.
- Rejuvenate potted plant orchid germplasm.
- Re-release seed propagated potted orchid cultivars.
- Collect germplasm for potted plant orchid breeding from breeders in Asia.
- Develop new seed propagated orchid varieties.

Responsibilities:

HFNA President – coordinate, review and approve  
Researchers – research and development

### **B. Future of the Industry**

*Educational Scope of Work:* The educational component of our program will focus on students, both primary and secondary as well as collegiate, with workshops on each of the main Hawaiian Islands (Hawaii Island, Kauai, Maui and Oahu). HFNA will work closely with personnel from the Department of Education, who has assisted HFNA in the development of the program for the different levels of learning. Students will learn about a wide array of career opportunities in the floriculture industry (i.e., growers, biotechnology specialists, researchers, entomologists, etc.). They will receive hands-on experience while learning to ‘plant up’ potted anthurium plantlets into larger pots as well as how to care for the plants. Another hands-on project will be to use Hawaii grown tropical flowers and foliage to create their own floral designs. Flower and foliage nurseries will host farm tours for students to show them how these farms work, the variety of products grown, and different techniques and growing methods.

A documentary video will be produced that will tell the story of the commercial tropical flower industry in Hawaii, past present and future. Through narration and interviews it will cover how the industry was started, how it developed and by whom, how key growers developed their businesses, the importance of University and government support and the future potential of the industry. These projects along with presentations by researchers, farmers, inspectors and other floriculture professional will inspire the students to choose to pursue a career in the industry. New farmers will also be hosted at a seminar where they will be able to have their questions answered and receive tips on floriculture farming, invasive pest controls and pertinent contacts in the industry.

*Promotional Scope of Work:* HFNA will undertake a plan to promote Hawaii floriculture with a goal of educating the floral industry on the value and benefits of using Hawaii grown flowers and foliage through participation at the American Institute of Floral Designers (AIFD) 2022 “ROOTS” Symposium. The convention has an international attendance of at least 750 expected in person. In 2022 several of the events will be spotlighting the Hawaii growers, breeders, researchers and floral designers. This will educate the attendees on the importance of where and how the products are grown and who the farmers are. Hawaii floriculture is made up of five different commodities: anthuriums, orchids, tropicals, proteas and foliage. Growers from each of these commodities will attend the conference and have the opportunity to network with the audience and educate them on the value of Hawaii floriculture as well as how to obtain them. Breeders of Hawaii flowers and foliage will also take part in the program and two Hawaii based floral designers will demonstrate how to use the products in new and innovative floral creations. Hawaiian products will be showcased in beautifully landscaped displays for the attendees to experience. Promotional posters and printed materials will be produced for distribution by Hawaii representatives. This symposium will also have a virtual aspect which

enables our Hawaii representatives to provide outreach to a multitude of new potential buyers, which will bring increases in interest and sales to Hawaii products and help to sustain our industry.

*Educational Tasks:*

- Host educational multi-faceted workshops for students on each of the main Hawaiian Islands, geared towards their learning levels.
- Provide hands-on experience for students and new farmers with plantlet propagation as well as floral design.
- Coordinate and implement tours of flower and foliage nurseries on each island for students and new farmers.
- Produce a documentary video of the Hawaii tropical flower industry, from its inception to the present and into the future through interviews with growers, researchers and others that work in the floriculture industry.

*Promotional Tasks:*

- Coordinate and plan participation in the AIFD 2022 “ROOTS” Symposium by Hawaii growers, breeders, and floral designers.
- Create and produce tropical flower posters and brochures to be distributed along with promotional materials to the attendees at the convention.
- Provide growers the opportunity to network with the large audience and extoll the virtues of using Hawaii flowers and foliage in floral design.
- Offer lush floral displays that showcase the finest in Hawaii floral products.

*Responsibilities:*

HFNA President – oversee, coordinate and approve

HFNA Board and Research & Development and Education Committee – work with Department of Education to implement outreach education programs for students

HFNA Board and all Committees – to implement the promotional program to educate the floral industry on the various benefits of using Hawaii floriculture products, in order to sustain and expand Hawaii’s markets.

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

Year 1: July – December 2022:

- Increase the number of anthurium selections already in advance/field testing.
- Increase selections of obake anthuriums for field testing and evaluation.
- Increase selections of standard colors with desirable qualities.
- Reduce the time for pollination to release in anthurium.
- Rejuvenate potted plant orchid germplasm.
- Develop new orchid and anthurium varieties.
- Create and produce tropical flower posters and brochures.
- Participate in the 2022 AIFD Symposium with elaborate floral displays, grower panel discussions, and networking between growers and potential buyers.
- Recruit growers for tropical flower documentary.

- Plan and host student workshop and nursery tour on Kauai.

Year 1: January – June 2023:

- Continue increasing anthurium selections already in advance/field testing.
- Re-release previously released cultivar that is now in demand.
- Continue increasing obake anthuriums for field testing and evaluation.
- Continue selections of standard colors with desirable qualities.
- Continue improving the efficiency of tissue culture.
- Continue rejuvenation of potted plant orchid germplasm.
- Re-release seed propagated potted orchid cultivars.
- Continue development of new orchid and anthurium varieties.
- Production of the tropical flower documentary.
- Plan and host student workshop and nursery tour on Maui.

Year 2: July – December 2023:

- Re-release a previously released cultivar.
- Increase selections of obake anthuriums for field testing.
- Increase selections of standard colors with desirable qualities.
- Continue improving the efficiency of tissue culture.
- Continue the rejuvenation of potted plant orchid germplasm.
- Re-release seed propagated potted orchid cultivars.
- Continue the development of new orchid and anthurium varieties.
- Collect germplasm for potted plant breeding from breeders in Asia.
- Production and editing of the tropical flower documentary.
- Plan and host student workshop and nursery tour on Oahu.

Year 2: January – June 2024:

- Continue the release of anthurium cultivars with desired characteristics.
- Continue the selections of obake anthuriums for field testing.
- Increase selections of standard colors with desirable qualities.
- Continue improving the efficiency of tissue culture.
- Continue the rejuvenation of potted plant orchid germplasm.
- Re-release additional seed propagated potted orchid cultivars.
- Develop new orchid and anthurium varieties by making crosses.
- Final production of the tropical flower documentary.
- Plan and host student workshop and nursery tour on Hawaii Island.

3. Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results; and The HFNA Board of Directors will have oversight of the programs and the HFNA President or his delegated representative will be responsible for quality control and assurance for the entire program, consultants and researchers. Periodic reports on each project will be reviewed for possible changes necessary to achieve the success of the overall program.

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

**Measures of Effectiveness – Varietal Research & Breeding Program**

- Nursery owners and farmers will learn about anthurium selections (UH2074 and UH2186) that appear to be tolerant to burrowing nematode in cooperator trials.
- Increase the number of new varieties being released to industry (UH2514, UH2317 and UH2568).
- Re-release UH1244, a previously released white tulip anthurium. Floral designers requested growers start producing this variety.
- Grower cooperators will receive obake anthurium selections for field testing (UH2327, UH2620, UH2651 and UH2652).
- Two selections of seedlings with desirable qualities will be chosen for propagation.
- Researchers will work to improve the efficiency of tissue culture in order to evaluate the response of selections to reduce the time for pollination to release from the 14 years average.
- Potted plant orchid germplasm will be rejuvenated.

**Measures of Effectiveness – Future of the Industry Program**

- Primary, secondary and collegiate students will learn of the diverse careers available in the floriculture industry.
- New farmers will be educated on crucial information relative to the floriculture industry.
- Floral designers will be educated on the virtues of Hawaii floral products at the AIFD 2022 Symposium.
- Participants in Symposium workshops will receive hands-on experience with Hawaii floriculture products.
- Numerous contacts will be made through grower networking at the Symposium.
- Results of evaluation surveys given to all Symposium participants that interacted with Hawaii representatives will provide the success of our promotional program.

## **IV. Financial**

### **Budget**

1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
  - a. Budget request by source of funds (Link)



- b. Personnel salaries and wages (Link)
- c. Equipment and motor vehicles (Link)
- d. Capital project details (Link)
- e. Government contracts, grants, and grants in aid (Link)

See budget forms 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
\$115,016	\$100,000	\$100,000	\$115,016	\$430,032

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2023.  
 Federal funds for international marketing and promotion, which require a matching component.  
 State funds for product promotion and sponsorship.  
 Hawaii County funds for innovative development.
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.  
 As a non-profit organization, HFNA has no federal tax credits.
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.
  - USDA/FAS MAP funds received through Synergistic Hawaii Agriculture Council for 2020, 2021 and 2022.
  - USDA Specialty Crop Block Grant Program FY2019, FY2020 and FY2021 funds received through the Hawaii Department of Agriculture.
  - Hawaii Department of Agriculture Sponsorship and Product Promotion funding for 2019, 2020 and 2021
  - Hawaii County Department of Research & Development Economic & Innovation funding for 2019, 2020 and 2021
6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2021.  
 Attached.

**V. Experience and Capability**

**1. Necessary Skills and Experience**

The applicant shall demonstrate that it has the necessary skills, abilities, knowledge of, and experience relating to the request. State your experience and appropriateness for providing the service proposed in this application. The applicant shall also provide a listing of verifiable experience of related projects or contracts for the most recent three years that are pertinent to the request.

The Hawaii Floriculture and Nursery Association members have centuries of experience in all aspects of nursery and farm operations, marketing, and management. HFNA will select researchers and consultants that have experience in planning, project management, biosecurity and varietal development.

List of verifiable projects: (CHECK)

- Buy Local Program – Hawaii Department of Agriculture, Market Development Division; contact Sharon Hurd
- Biosecurity Pest Management Programs – Hawaii Department of Agriculture, Plant Quarantine Branch; contact Carol Okada
- Philadelphia International Flower Show – HFNA (partnered with the Hawaii Tropical Flower Council); contact Eric Tanouye
- Hawaii MIDPAC Horticultural Conference & Expo 2014-2018 – Hawaii Export Nursery Association; contact Judy Schilling, Administrator
- Import Replacement Educational Growers’ Research Seminars 2016-2018 – HFNA (partnered with USDA Agricultural Research Service Daniel K. Inouye Pacific Basin Agricultural Research Center, the UH-Manoa College of Tropical Agriculture and Human Resources, and the UH-Manoa CTAHR Maui Cooperative Extension Service); contact Eric Tanouye
- Wedding Celebrations Webinars/Workshops/Tours 2017-2021 – HFNA (partnered with the UH-Manoa College of Tropical Agriculture and Human Resources, and the UH-Manoa CTAHR Maui Cooperative Extension Service and professional international floral designers); contact Eric Tanouye

## **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.

Not applicable.

## **VI. Personnel: Project Organization and Staffing**

### **1. Proposed Staffing, Staff Qualifications, Supervision and Training**

The applicant shall describe the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. The applicant shall provide the qualifications and experience of personnel for the request and shall describe its ability to supervise, train and provide administrative direction relative to the request.

Judy Schilling – independent Administrative Aide for HFNA. Ms. Schilling has worked with HFNA since its inception in 2008 as an administrative aide and grant writer. She has administered Hawaii County, State, Federal grants as well as the current Grant-In-Aid 2019.

## **2. Organization Chart**

The applicant shall illustrate the position of each staff and line of responsibility/supervision. If the request is part of a large, multi-purpose organization, include an organization chart that illustrates the placement of this request.

Eric Tanouye, President of HFNA will be the overall project manager and reports to the HFNA Board

The HFNA Board will oversee the progress of the project

Consultant(s) will report to the HFNA President  
Researchers will report to the HFNA President

## **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.

Not applicable. No salaries are paid by HFNA.

## **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.

Not applicable.

### **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.

Not applicable.

### **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.

Not applicable.

#### **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  
If future funding is available, HFNA will be more aggressive in the implementation of varietal research and market development and education. The use of these funds as matching funds for other federal grants, as they become available, significantly increases HFNA's operating funds, especially when the Federal matching is based on 90-10 match or 80-20 match.
  
- (b) Not received by the applicant thereafter.  
If future funds are not received, HFNA will proceed with varietal research, market development and education at a slower pace. HFNA will apply for federal grants, but the amount will be related to the match that HFNA can provide at that time.

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

The undersigned authorized representative of the applicant certifies the following:

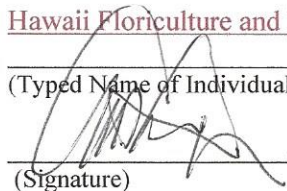
- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii Revised Statutes:
  - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide 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.

Hawaii Floriculture and Nursery Association

\_\_\_\_\_  
(Typed Name of Individual or Organization)

  
(Signature)

\_\_\_\_\_  
(Date)

Eric S. Tanouye

President

\_\_\_\_\_  
(Typed Name)

\_\_\_\_\_  
(Title)



**STATE OF HAWAII  
STATE PROCUREMENT OFFICE**

**CERTIFICATE OF VENDOR COMPLIANCE**

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs

**Vendor Name:** **HAWAII FLORICULTURE AND NURSERY ASSOCIATION**

**DBA/Trade Name:** **HAWAII FLORICULTURE AND NURSERY ASSOCIATION**

**Issue Date:** **01/20/2022**

**Status:** **Compliant**

Hawaii Tax#: 55620910-01  
New Hawaii Tax#: GE-0106051584-01  
FEIN/SSN#: XX-XXX1899  
UI#: No record  
DCCA FILE#: 226437

**Status of Compliance for this Vendor on issue date:**

<b>Form</b>	<b>Department(s)</b>	<b>Status</b>
A-6	Hawaii Department of Taxation	Compliant
8821	Internal Revenue Service	Compliant
COGS	Hawaii Department of Commerce & Consumer Affairs	Exempt
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant

**Status Legend:**

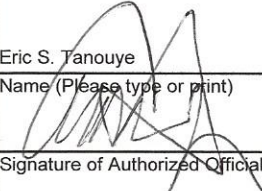
<b>Status</b>	<b>Description</b>
Exempt	The entity is exempt from this requirement
Compliant	The entity is compliant with this requirement or the entity is in agreement with agency and actively working towards compliance
Pending	A status determination has not yet been made
Submitted	The entity has applied for the certificate but it is awaiting approval
Not Compliant	The entity is not in compliance with the requirement and should contact the issuing agency for more information



## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2022 to June 30, 2023

App Hawaii Floriculture and Nursery Association

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	25,000			
2. Payroll Taxes & Assessments				
3. Fringe Benefits				
<b>TOTAL PERSONNEL COST</b>	<b>25,000</b>			
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	3,800			
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space	22,000			
5. Staff Training				
6. Supplies	76,600			
7. Telecommunication				
8. Utilities				
9. Cultivar Collection	5,500			
10. Researchers	204,132			
11. Shipping	4,350			
12. Domestic Travel	27,600			
13. Videography	45,450			
14. Publication Costs	3,800			
15. Symposium Costs	11,800			
16.				
17.				
18.				
19.				
20.				
<b>TOTAL OTHER CURRENT EXPENSES</b>	<b>405,032</b>			
C. EQUIPMENT PURCHASES				
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
<b>TOTAL (A+B+C+D+E)</b>	<b>430,032</b>			
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested		Eric S. Tanouye <span style="float: right;">808-960-1433</span>		
(b) Total Federal Funds Requested		Name (Please type or print) <span style="float: right;">Phone</span>		
(c) Total County Funds Requested				
(d) Total Private/Other Funds Requested		Signature of Authorized Official <span style="float: right;">Date</span>		
<b>TOTAL BUDGET</b>		Eric S. Tanouye, President		
		Name and Title (Please type or print)		

## Hawaii Floriculture &amp; Nursery Association

## Balance Sheet

As of December 31, 2021

	<u>Dec 31, 21</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
HFNA MBDA Account #20-148810	64,925.00
HFNA Cinder Account	1,882.70
HFNA GIA Breeding 20-144394	49,168.12
HFNA GIA Admin. #20-143886	6,192.78
HFNA Checking 20-141093	<u>4,130.92</u>
Total Checking/Savings	126,299.52
Accounts Receivable	
Accounts Receivable	<u>-1,442.12</u>
Total Accounts Receivable	<u>-1,442.12</u>
Total Current Assets	<u>124,857.40</u>
<b>TOTAL ASSETS</b>	<b><u>124,857.40</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	<u>2,650.00</u>
Total Accounts Payable	<u>2,650.00</u>
Total Current Liabilities	<u>2,650.00</u>
Total Liabilities	2,650.00
Equity	
Unrestricted Net Assets	195,107.36
Net Income	<u>-72,899.96</u>
Total Equity	<u>122,207.40</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>124,857.40</u></b>



**Hawaii Floriculture & Nursery Association**  
**Profit & Loss**  
January through December 2021

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	<u>Jan - Dec 21</u>
<b>Income</b>	
Neotropica guides	88.65
Grants	71,200.00
Uncategorized Income	100.00
Revenue	<u>75,188.30</u>
<b>Total Income</b>	146,576.95
<b>Expense</b>	
HFSA Scholarship Endowment Fund	100.00
Administration Cash Match	10,000.00
Subscriptions & Dues	864.15
Insurance	2,970.00
Bank Charges	701.32
Dues Appropriations	15,869.00
Professional Services	60,914.26
Contracted Services	62,487.18
Office Supplies	639.87
Postage & Shipping	5,550.03
Shows and Events Expense	17,313.43
Flowers & Foliage Expense	6,672.38
Contributions	200.00
Travel	8,185.94
Reimbursement Expense	<u>27,009.35</u>
<b>Total Expense</b>	<u>219,476.91</u>
<b>Net Income</b>	<u><u>-72,899.96</u></u>

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

App: Hawaii Floriculture and Nursery Association

Contracts Total: -

	<b>CONTRACT DESCRIPTION</b>	<b>EFFECTIVE DATES</b>	<b>AGENCY</b>	<b>GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)</b>	<b>CONTRACT VALUE</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
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21					
22					
23					
24					
25					
26					
27					
28					
29					

30				
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## BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2022 to June 30, 2023

Applicant: Hawaii Floriculture and Nursery Associ:

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Not applicable			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
<b>TOTAL:</b>				

JUSTIFICATION/COMMENTS:

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
Not applicable			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
<b>TOTAL:</b>				

JUSTIFICATION/COMMENTS:

## BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2022 to June 30, 2023

Applicant: Hawaii Floriculture and Nursery Assc

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			0	0		
LAND ACQUISITION			0	0		
DESIGN			0	0		
CONSTRUCTION			0	0		
EQUIPMENT			0	0		
<b>TOTAL:</b>			<b>0</b>	<b>0</b>		
<b>JUSTIFICATION/COMMENTS:</b>						