

**THE THIRTIETH LEGISLATURE
APPLICATION FOR GRANTS
CHAPTER 42F, HAWAII REVISED STATUTES**

Type of Grant Request:

Operating Capital

Legal Name of Requesting Organization or Individual: Dba:
Goodwill Industries of Hawaii, Inc. Goodwill Hawaii

Amount of State Funds Requested: \$ 1,960,000

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

Goodwill Hawaii is requesting \$1,960,000 in GIA funds for charging stations and a fleet of electric vehicles (EVs). Goodwill plans to deploy five (5) zero-emission battery electric trucks to recycle and collect donations, as well as two (2) ADA vans to provide accessible transportation for our adults with disabilities program. The project will also include the purchase and installation of 11 charging stations to power the EV fleet. The EV project will save 1.1M lbs. of emissions of CO2 from polluting our air each year and help Hawaii reach its green sustainability goal of zero emissions by 2045.

Amount of Other Funds Available:

State: \$ 0
Federal: \$ 215,000
County: \$ 0
Private/Other: \$ 22,000

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

\$ 50,404,278
Unrestricted Assets:
\$ 36,743,747

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:

2610 Kilihau Street
City: State: Zip:
Honolulu HI 96819

Contact Person for Matters Involving this Application

Name: Katy Chen	Title: President & CEO
Email: kchen@higoodwill.org	Phone: 808-792-8562

Federal Tax ID#: XXXXXXXXXX	State Tax ID# XXXXXXXXXX
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 _____ Katy Chen, President & CEO 1/20/2023
Authorized Signature Name and Title Date Signed


Brief Description of Request (continued)

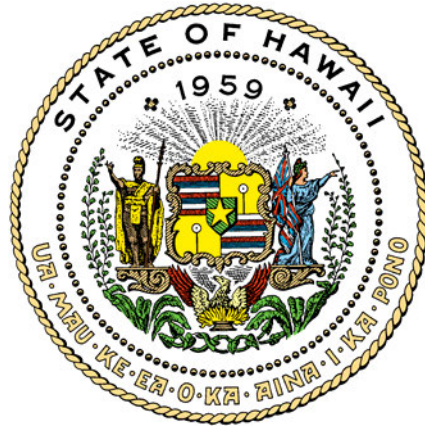
The project will also serve as a model for other businesses on the feasibility of operating an EV fleet. Additional funding for the project will come from both federal and state rebates for commercial EVs.

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

 PRESIDENT/CEO
AUTHORIZED SIGNATURE PRINT NAME AND TITLE DATE
1/20/2023



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

GOODWILL INDUSTRIES OF HAWAII, INC.

was incorporated under the laws of Hawaii on 06/04/1959 ;
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 10, 2023

Director of Commerce and Consumer Affairs

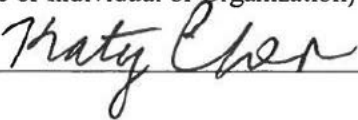
**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAII REVISIED STATUTES**

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; and
- 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.
- 4) The use of grant-in-aid funding complies with all provisions of the Constitution of the State of Hawaii (for example, pursuant to Article X, section 1, of the Constitution, the State cannot provide "... public funds ... for the support or benefit of any sectarian or nonsectarian private educational institution...").

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.

<u>Goodwill Industries of Hawaii, Inc.</u>	
(Typed Name of Individual or Organization)	
<u></u>	<u>1/20/2023</u>
(Signature)	(Date)
<u>Katy Chen</u>	<u>President & CEO</u>
(Typed Name)	(Title)

Public Purpose Statement

Should Goodwill Hawaii receive funding through the Grant-In-Aid process, the grant will be used for a public purpose pursuant to Section 42F-102, Hawai'i Revised Statutes.

Goodwill Hawaii completed Grant-In-Aid application includes information on the requested information:

- (1) The name of the requesting organization or individual;
- (2) The public purpose for the grant;
- (3) The services to be supported by the grant;
- (4) The target group; and
- (5) The cost of the grant and the budget. [L 1997, c 190, pt of §3; am L 2014, c 96, §6]

DONATE STUFF. CREATE JOBS.



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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, 2022.

2. Declaration Statement

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

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](#).

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;

Goodwill Qualifications

Founded in 1959, Goodwill Industries of Hawaii, Inc. (Goodwill Hawaii) is an autonomous non-profit statewide social enterprise that includes 12 retail stores, 16 additional donation sites, e-commerce, recycling, paper-shredding, and salvage businesses. In 2022, Goodwill Hawaii's total annual revenues were \$31 million and we are the 14th largest employer in the Big Island.

Over 90% of Goodwill Hawaii's earned revenue is utilized to fund and support our community services for in job counseling, job training and job placement, and specialized services for at-risk youth and adults with disabilities. Our mission is to disrupt the cycle of poverty by providing credentialed and marketable skills and education. With a primary focus on individuals who have been chronically unemployed and under-employed due to homelessness, military service, single parenting, incarceration, addiction, or job displacement, Goodwill Hawaii

supports them to migrate from public assistance to an ongoing paycheck, to become self-sufficient, and take hold of supporting their families and communities.

Last year, Goodwill Hawaii served 8,300 people and placed nearly 850 people in permanent jobs who earned \$14.6 million to support their families. Over half of our client base received government assistance due to poverty, nearly 18% were disabled, while another 20% had English as their second language. 23% were of Native Hawaiian ethnic origin and another 30% were Pacific Islanders.

Along with helping people to obtain new jobs, our retail stores help our community by providing jobs and job training to many clients. In addition, the thrift stores help the community stay green by reducing, reusing, and recycling over 10 million pounds of household goods. Nearly 800,000 people shop and donate to our stores each year.

Goodwill has been fully and continuously accredited by The Community on Accreditation of Rehabilitation Facilities (CARF), which sets national standards for programs serving people with disabilities. Goodwill Hawaii is also affiliated with Goodwill Industries International, an organization that includes 156 community-based, autonomous member charities that serve people with workplace disadvantages and disabilities in the United States, Canada, and 15 other countries.

The primary funding stream for Goodwill Hawaii is through its earned revenue from its thrift stores, government service contracts, and city, state and federal grants. The remaining revenue is provided through individual, corporate and foundation contributions. Goodwill Hawaii has a long history of managing grants and serving as the lead organization in collaborative projects between government, philanthropy and other non-profit organizations. Particularly, Goodwill has done two rooftop photovoltaic projects and multiple energy efficiency initiatives, including LED conversions and electric charging stations for store customers. Given our size and infrastructure, Goodwill Hawaii can ensure accountability, impact and fiscal responsibility on large environmental sustainability projects like the subject of this grant.

2. The goals and objectives related to the request;

Solderholm Bus & Mobility (Solderholm), working in conjunction with Lightning eMotors (LEM), will partner with Goodwill Hawaii and Hawaii Energy (HE) to deploy five (7) zero-emission battery electric trucks and vans to collect and recycle donations throughout the state, as well as two (2) ADA vans to provide accessible transportation for our adults with disabilities program. The project will also include the purchase and installation of 11 EV charging stations to power the EV fleet on Oahu and the Big Island. Solderholm is the leading supplier of accessible vehicles in Hawaii and has now expanded to include medium and

large sized EV cargo trucks and vans. LEM is the manufacturer and has already worked with Goodwill Hawaii to determine our transportation needs and how its products will fulfill them. LEM and Solderholm currently provide EV fleets of vans, trucks and buses to other private and public entities in Hawaii, including the Department of Education. More affordable than traditional diesel powered vehicles in the long term, Solderholm also has the right technology and resources to properly service EVs throughout the State. Compared to other EV providers, Solderholm has the best prices, technology, service and timeline to supply to Hawaii.

Hawaii Energy has worked with Goodwill Hawaii for many years to provide a more green energy efficient workplace. They have worked with our architects and facility directors to provide specifications for the most energy efficient appliances, windows and air-conditioning, and helped apply for the rebates for the same. Their engineers have reviewed our existing systems to provide technical assistance to achieving best results. They are committed to supporting this project for the inclusion of charging stations.

According to a 2019 Department of Energy study, medium- and light-duty trucks are “the fastest-growing fuel users and greenhouse gas producers in the United States”. Goodwill Hawaii is no exception. We have had to replace our aging diesel fueled truck and van fleet over the last decade, and add additional vehicles to keep up with the demands of our transportation department. Also, the last five years have seen an explosion of vandalism against trucks and vans in Hawaii, as they are targeted for their catalytic converters, batteries and diesel fuel, as their gas lines are cut. Regularly, one-third of our trucking fleet is in the repair shop due to vandalism. Waiting for parts, puts the vehicles out of commission for weeks. Particularly distressing is when our handi-vans are vandalized and we are no longer able to transport our disabled clients. A new EV fleet does not have catalytic converters, traditional batteries that can be stolen, nor gas lines that can be cut. It is much more impervious to vandalism.

The Inflation Reduction Act, which President Joe Biden signed into law August 16, 2022, created some new incentives to encourage the purchase of electric vehicles, and especially commercial EV trucks and vans. Nonprofits can receive cash rebates of up to \$40,000 per commercial truck and van if the EV vehicle is purchased after January 1, 2023. We are able to support the purchase of the EVs until such time as the rebate becomes available, if we have support from the State GIA for the balance of the cost. Now is the time for Goodwill Hawaii to replace its decrepit and polluting truck and van fleet with support from the State GIA and the Inflation Reduction Act.

Replacing our transportation fleet to EV vehicles will also help Goodwill to meet the State’s goal of transitioning to renewable energy sources by 2045. Hawaii also has a goal to have 30% of vehicles on the road, be electric by 2030. The fleet will cut down air pollution in Hawaii by 1.1M lbs. of CO2 and allow us to

power our vehicles with our photovoltaic systems in three locations on Oahu. This is a both a green, energy and cost effective alternative than continuing with a diesel powered fleet, vulnerable to vandalism. This is in line with the State's goal to transition to renewable energy sources by 2045 and improve our ecological footprint.

Another objective for this project will include on-the-job training for Goodwill's transportation workforce in the growing area of green energy. Our transportation staff include individuals who have been chronically unemployed and under-employed due to poverty, incarceration, addiction, or lack of suitable skills and education.

A last objective of this project is to build a statewide and nationally replicable model with Goodwills across the U.S. There are 155 Goodwills in North America and only the San Francisco Goodwill has used electric vehicles for their fleet of trucks and vans starting in 2016. The technology in San Francisco's fleet, while cutting-edge at the time, was not ready to be used on such a massive scale. They hope to replace their original EV fleet with another one of improved technology.

Since 2016, the technology for EVs has dramatically improved, and Goodwill Hawaii's project can provide a model for long-term, efficient, and environmentally friendly transportation for major transportation operations of any large business. Building this national model for electrifying Goodwill Hawaii's fleet of trucks and vans with the most technologically advanced electric vehicles, will provide a road map and best practices for other Goodwills, nonprofits, large and small businesses considering adopting clean vehicle technologies. This project will also reduce emissions and provide economic, environmental, and public health benefits to disadvantaged communities. It will demonstrate the practicality and economic viability of widespread adoption of zero-emission trucks operating in a dense urban environment such as Honolulu, and more rural areas with long distances, such as the Big Island.

To accomplish the objectives of the project, Goodwill Hawaii will collaborate with Solderholm, LEM, and HE. We also hope that the Hawaii State Legislature will extend the benefits of Senate Bill 2720 (passed in 2022) that has a rebate program for new networked Level 2 charging stations through June 30, 2023. If this rebate program can be extended, Goodwill Hawaii will undoubtedly be able to tap into this funding to support the installation of charging stations on Oahu that can be used for its fleet at night and the public during the day.

3. The public purpose and need to be served;

Since its inception over 60 years ago, Goodwill Hawaii has become a lead agency for our community offering much needed programs throughout Hawai'i. Services empower members of our community to become financially stable, self-

sufficient, identify and overcome barriers to work and life and address many gaps in services and supports available in Hawai'i for historically underserved and needy populations.

Goodwill Hawaii strives for a positive impact, to show initiative, and work for social change for the good in our communities. We seek to become not only energy efficient, but sustainable and poised for the renewable and clean energy future. Goodwill's ongoing green plans include PV rooftop installations on our four primary Goodwill buildings on Oahu, conversions to LED lighting statewide, energy efficient appliances and windows, installation of charging stations for staff and store customers, and the planned upgrade of our truck and van fleet to all electric vehicles. These green plans are consistent with our long term goal that all our operations become more environmentally sound, more fiscally efficient, and to rely on solar or other renewable energy sources. Our priority now is to upgrade our transportation fleets to zero emissions vehicles powered by renewable energy.

This upgrade is in line with the State's goal to transition to 100% renewable energy sources by 2045, 100% EVs by 2050 and an interim goal of 30% EVs by 2030. The CO emissions into the air will be reduced by 1.1 million lbs., improving the air quality in Hawaii and the community overall. Moreover, the landfill on Oahu is closing in 2028. Our EV fleet will be used to recycle and collect donations, diverting up to 10 million pounds of items that could otherwise go to waste, lingering in our landfills.

Lastly, Goodwill Hawaii serves disadvantaged communities in Hawaii in a multitude of ways, including increasing job readiness and career opportunities through workforce development programs; day health programs for those with disabilities, on-the-job training and industry-recognized certifications; and through creating quality jobs within Goodwill Hawaii. All of these job opportunities increase the financial security of lower-income families and provide access to health insurance and retirement benefits with long-term job retention.

4. Describe the target population to be served; and

Last year Goodwill Hawaii served a total of 8,300 people through an array of workforce development services and specialized services for adults with disabilities and at-risk youth. These services job training, job counseling and job placement in a multitude of industries, including hospitality, healthcare and construction. More than half our program participants are lower-income families receiving some kind of government assistance, while 20% have English as a second language and 18% are disabled. Other participants include ex-offenders, those lacking a high school degree and the homeless.

In addition, our clients and our own employees live in disadvantaged communities in Hawaii. Currently, the national average poverty rate is 14.6% so any areas with a poverty rate higher than this national average can be considered “disadvantageous”. Currently, Wahiawa, Hilo and Waianae/Nanakuli/Maili are considered disadvantaged, with 20% of Goodwill employees living in these areas.

5. Describe the geographic coverage.

Goodwill serves disadvantaged communities in the Hawaii area in a multitude of ways, including: increasing job readiness and career opportunities through workforce development programs; on-the-job training and industry-recognized certifications; and through creating quality jobs (at Goodwill) and increasing family income by providing access to health insurance and retirement benefits with long-term job retention. Furthermore, the vehicles deployed under this project will operate in the disadvantaged communities within the state ensuring emission reductions are benefiting those communities. Goodwill Hawaii services families in the disadvantaged areas of Wahiawa, Hilo and Waianae/Nanakuli/Maili. The EV fleet described herein will service these areas as we have stores and donations centers in Wahiawa and Hilo and close to Waianae. Our West End community services are headquartered in Kapolei.

Overall however, the EV fleet will service the entire island of Oahu, as we have donation centers from Hawaii Kai to Kapolei to Kaneohe. The EV fleet will also service the Hilo, Pahoa, Waikoloa, Waimea, and Kona areas of the Big Island.

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;

Partner Responsibilities

All four partners involved in this project have a plan to work towards widespread market commercialization of the EV technology for commercial vehicles. The proposed project intends to build a statewide and nationally replicable model with Goodwills across the U.S. and other businesses in Hawaii. Building this national model for electrifying Goodwill Hawaii’s fleet of trucks will provide a road map, best practices and lead to exponential impact across the U.S. in supporting the environment, people, and job benefits for all that engage.

Goodwill Hawaii has a long history of managing local, state and national grants and serving as the lead organization in collaborative projects between

government, philanthropy and other non-profit organizations. Having successfully led multi-year demonstration grants, multi-sector collaborations between workforce, environment, public health and community based culturally relevant groups and non-profit organizations, Goodwill Hawaii can ensure accountability, impact and fiscal responsibility on large green projects and initiatives.

Katy Chen and Jamie Kahalepuna will serve as the primary Goodwill project leads. Katy has over 25 years of experience proactively managing the fiscal and programmatic operations of non-profit organizations and social enterprises. Jamie with close to 20 years of experience, is responsible for the overall planning, administration, implementation and process improvements for the Operations and Logistics Department. She oversees approximately 200 cross-functional team members and the overall performance of the supply chain, including donation acquisition, transportation and shipping, and warehouse production.

Solderholm Bus & Mobility (Solderholm) Solderholm is the only fully licensed, full-service bus dealer in Hawaii and the Pacific region and has now expanded into the sales of large EV cargo trucks and passenger vans. It has over 40 years of experience in the sale and service of Class 3-6 vehicles and holds numerous state contracts throughout Hawaii. Solderholm is the only business in Hawaii that provides maintenance services to EV trucks and vans on the neighbor islands. It has formed an exclusive partnership and expertise with Lightning eMotors to produce, deliver and maintain EV trucks and vans that are commercially ready and come equipped with affordable charging stations. Solderholm (working with Lightning eMotors) will provide technical support to the project, including route modeling, charging operations analysis, vehicle quality assurance inspection, vehicle validation and acceptance planning, and technical data collection and analysis. It will also provide training to Goodwill's transportation department regarding the property operation and maintenance of the EVs and charging stations, and service the EVs as required.

Lightning eMotors (LEM) will serve as technology provider for the proposed project and will be producing the five EV trucks and two ADA vans in Colorado. Lightning eMotors was founded as a hybrid Hydrogen/Electric company in 2009. It now provides fully electric powered vehicles with over 3.3 million customer driven miles of the same. LEM provides vehicles to municipal and private fleets, last mile delivery companies, medical facilities and many more commercial companies. It has already established its first dealer/service center on Oahu in partnership with Solderholm and employs ACE Master Certified Technicians.

Hawaii Energy (HE) is a nonprofit that assists businesses with developing and implementing solutions to achieve energy and environmental sustainability. HE will review the specifications of the charging stations to ensure compatibility with the EVs and local requirements. HE will also assist Goodwill in obtaining all

federal and state rebates for this project. HE has provided such assistance to Goodwill in the past for other green energy initiatives.

Project Tasks & Scope of Work

Task 1. Project Initiation & Kick-off

The purpose of this task is to accomplish all project initiation tasks to ensure a successful project that meets the goals, objectives, budget, schedule, and expectations of all project stakeholders.

Task 1.1 GIA Award Announcement

Task 1.2 Prime Recipient Contract Complete: Goodwill will finalize and execute the grantee contract with the State.

Task 1.3 Subcontracts Complete: Goodwill will incorporate all required grant terms into subcontracts with Solderholm and LEM. Goodwill Hawaii will subcontract with Solderholm for project vehicles and charging infrastructure.

Task 1.4 Project Kick-off Planning: Goodwill will coordinate with project stakeholders and prepare kick-off materials, including the project workplan, timeline, and budget.

Milestone 1: Project Kick-off Deliverable

Task 2. Deployment Analysis & Strategy

The purpose of this task is to conduct and finalize the analysis required for a smooth deployment of EVs, including route modeling, rate analysis, and charging strategies to maximize efficiency and reduce grid demand and energy costs.

Task 2.1 Collect Route Data: Solderholm will collect route data on current baseline vehicles. GPS loggers will be used to capture time, distance, speed, acceleration, GPS coordinates, and grade of typical route performed by its baseline vehicles.

Task 2.2 Route Modeling & Analysis: Solderholm will use the baseline route data, along with the specifications for the vehicles and depot charging system to develop a baseline route performance model. It will model the Goodwill Hawaii routes and the selected vehicles to predict the performance of the vehicles, including energy consumption.

Task 2.3 Finalize Vehicle Specifications: Solderholm will provide Goodwill Hawaii with a baseline vehicle specification for the ZEV 3 (ADA vans), ZEV 4 (box truck) and ZEV 6 (cargo truck) electric vehicles. Goodwill Hawaii will work with Solderholm on additional options (such as lift-gates) to meet its operational

requirements. A final vehicle specification will be completed and provided to LEM for vehicle simulation.

Task 2.4 Review Charging Options: Solderholm will work with LEM to review the options for vehicle charging, including smart charger-staggering and overnight storage times for each vehicle.

Task 2.5 Finalize Vehicle Charging Strategy: Utilizing the rate model results and the charging options identified, Solderholm and LEM will develop and present a charging deployment strategy that provides Goodwill Hawaii with a vehicle charging plan that minimizes energy demand and cost. Combined with the route model results, Solderholm will summarize the deployment strategy for Goodwill Hawaii, to include expected vehicle operation times, charging schedules and times, and the expected electrical costs.

Milestone 2: Deployment Strategy Complete

Task 3. Vehicle Production

The purpose of this task is to manufacture and deliver seven all-electric trucks and vans, with charging stations. Periodic inspections throughout manufacturing will ensure quality standards are adhered to and met.

Task 3.1 Finalize & Approve Vehicle Specification: Goodwill Hawaii will review the vehicles specification developed in Task 2.3 and approve the specification for production.

Task 3.2 Order Long-lead Items: LEM will order long-lead items for vehicle production.

Task 3.3 LEM Vehicle Build: LEM will complete vehicle build at LEM's headquarters in Colorado.

Milestone 3: Vehicle Production Complete

Task 4. EVSE Installation

The purpose of this task is to install the Level 2 EV charging stations at the project locations identified by Goodwill Hawaii and conduct testing to ensure proper installation and performance.

Task 4.1 Finalize Charger Specifications: LEM and Goodwill Hawaii will confirm the Level 2 charger model to be installed. LEM will provide charger specifications for installation.

Task 4.2 Finalize Installation Location: Goodwill Hawaii will work to identify the final installation location for each of the eleven (11) vehicle chargers. They will

be based in Kapolei (2), Mapunapuna (3), nearby Downtown Honolulu (2), Hilo (2) and Kona (2).

Task 4.3 Perform Power Supply Analysis: Goodwill Hawaii will coordinate with Solderholm and HE to perform site evaluations to assess existing power supply and adjust as needed.

Task 4.4 Prepare Electrical Rough-ins for Charger Installation: Goodwill Hawaii will perform contracting work at each facility for running conduits, site clearance, and otherwise preparing the area for charger installation.

Task 4.5 Install and Test Chargers: Goodwill Hawaii will install chargers per the installation specifications provided by Solderholm/LEM. Solderholm will test each charger to confirm charger performance.

Milestone 4: EV Charger Stations Installation Complete

Task 5: Vehicle Completion & Delivery

Task 5.1 Testing/Inspection: Upon vehicle delivery by LEM to Solderholm, the latter will conduct electronic testing, drivability testing, and road testing. Electronic testing will include high and low voltage component functionality, charging, air conditioning, lighting, and dashboard configuration. Drivability testing will include ABS and regenerative braking, steering system, transmission, acceleration, range and speed. Finally, Solderholm will conduct visual quality assurance inspections and will perform final road testing and pre-delivery testing.

Task 5.2 Pre-Delivery Acceptance: Goodwill Hawaii will conduct pre-delivery acceptance of the vehicles, confirming they meet its specifications.

Task 5.3 Deliver Vehicles: Upon Goodwill Hawaii pre-delivery acceptance, Solderholm will deliver the eleven (11) vehicles to Goodwill Hawaii on Oahu and the Big Island.

Task 5.4 Post-Delivery Acceptance: Goodwill Hawaii will inspect the vehicles upon delivery and provide final acceptance of vehicles.

Milestone 5: Vehicle Acceptance

Task 6. Vehicle Deployment

The purpose of this task is to perform the vehicle and charger validation testing and provide the necessary operations and maintenance training required for deployment of the vehicles into service.

Task 6.1 Vehicle Delivery: Solderholm delivers seven EVs (also Task 5.3)

Task 6.2 Vehicle Registration & Insurance: Solderholm provides the necessary documentation for vehicle registration and Goodwill Hawaii secures registration and insurance for each project vehicle.

Task 6.3 Charging Station Validation: Solderholm and Goodwill will validate the depot charging stations by conducting vehicle-present testing to validate vehicle-to-charger communication and successful charging.

Task 6.4 Operator Training: Solderholm will provide forty hours of on-site training for Goodwill Hawaii vehicle operators on Oahu and the Big Island.

Task 6.5 Vehicle & Charger Maintenance Training: Solderholm will provide twenty hours of on-site training for vehicle and charger maintenance.

Task 6.6 Route Validation: Goodwill will conduct a route validation exercise to analyze actual vehicle performance on its routes. Vehicles will be operated under controlled conditions (temperature, AC load, package load) to validate the vehicles against the performance specifications and modeling results. Data collected and analyzed will include GPS route data, energy consumption, and vehicle performance. The validation exercise will provide Goodwill Hawaii with the actual EV operating parameters and allow for any needed pre-deployment adjustments in scheduling/routes.

Task 6.7 Vehicle Deployment: Goodwill will deploy the electric vehicles into service.

Milestone 6: Vehicle Deployment

Task 7. Operations, Data Collection & Reporting

The purpose of this task is to operate the seven EVs in service at Goodwill Hawaii for two years and collect, analyze, and report operational and maintenance data on the deployed vehicles. Data will be compared against pre-deployment baseline vehicles for Goodwill Hawaii key performance indicator reporting and will be reported back to the State for any mandatory data collection and reporting.

Task 7.1 Define Reporting & Data Requirements: Goodwill will work with the State to define data collection and reporting requirements. These can include energy consumption reduction, emission reductions, vehicle utilization, availability and total cost savings of operation.

Task 7.2 Collect Baseline Data: Goodwill will collect diesel-vehicle baseline data for its current diesel powered vehicles. Baseline vehicle data will be used for electric vehicle performance validation.

Task 7.3 Issue Monthly KPI Reports: Goodwill will issue monthly Key Performance Indicator reports to Solderholm for up to two years to ensure proper usage of EVs. Reports will provide ongoing insight into electric vehicle performance compared to baseline vehicles and overall cost and emission reductions.

Milestone 7: Monthly Data Package

Task 8. Project Management & Reporting to State

The purpose of this task is to accomplish all project management tasks to ensure a successful project that meets the goals, objectives, budget, schedule, and expectations of the State.

Task 8.1 Project Administration: Goodwill Hawaii will define project roles and responsibilities, a common project workplan and ongoing progress toward that plan. Project Administration duties include but are not limited to, finalizing subcontracts, conducting project kick-off, workplan development and tracking, facilitation of status meetings, documentation of project progress/milestones, as well as processing of invoicing, and disbursements.

Task 8.2 Quarterly Executive Report: Goodwill Hawaii will provide monthly and/or quarterly status reports to the State. The State will consolidate project partner reports and create a quarterly report documenting project progress and invoicing to-date.

Task 8.3 Develop Final Report: Goodwill Hawaii will work with Solderholm, LEM, and HE to create a final project report to the State, documenting objectives, accomplishments, and lessons learned.

Milestone 8: Submit Final Report

Goodwill's EV Project meets the State's goal of having 30% of vehicles on the road be EV by 2030, and help toward the long-term goal of 100% of vehicles be all-electric by 2050. Currently medium and large commercial trucks are the largest polluters of air quality in America. Recent study indicates that electric trucks (E-Truck) are more efficient than conventional diesel vehicles. E-truck efficiency is approximately 4 times better than the fuel efficiency of similar diesel vehicles. They are also cheaper to operate with 70% cost of operation savings compared to similar internal combustion engine vehicles. With no tailpipe emissions, E-trucks are cleaner to operate than vehicles fueled with fossil fuels. Additionally, EVs emit up to 70% less greenhouse gases when recharged electricity and when using electricity produced in Hawaii, E-trucks use almost no crude oil. For Oahu, all seven charging stations will be powered by photovoltaic rooftop panels, making Goodwill's EV fleet truly a sustainable green transport solution.

This proposed project will not only help to accelerate the deployment of two kinds of electric vehicle but will provide benefits to disadvantaged communities. The vehicles being deployed under this proposed project are battery electric truck with zero-emission i.e. no tailpipe greenhouse gas, removing 1.1 million lbs. of CO2 out of disadvantaged communities. These vehicles will fall under LEM warranty policies during the duration of the project. The vehicles are capable of utilizing common charging infrastructure and other common resources including mechanics, and other common vehicle components.

Moreover, not only will the vehicles operate in disadvantaged communities but Goodwill’s mission is to disrupt the cycle of poverty by providing job training and apprenticeships that lead to credentialed and marketable skills. With a primary focus on individuals who have been chronically unemployed and under-employed due to homelessness, military service, single parenting, incarceration, addiction, or job displacement, Goodwill supports their migration from public assistance to paycheck, helping them to become self-sufficient and take hold of supporting their families and communities.

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

Quarter timeline is on the State calendar of July – June.

Task 1: Project Initiation & Kick-off Award Announcement	Q1 2023
Includes Goodwill Hawaii, Solderholm & LEM contracts complete	
Task 2: Deployment Analysis & Strategy	Q1 2023
Route and Rate Modeling, site reviews	
Task 3: Commence Vehicle Production	Q2 2023
Finalize Vehicle Specifications	
Start production of 3-9 months	
Task 4: Charging Station Design & Installation	
Site engineering & preparation complete	Q2 2023
Task 5: Vehicle & Charging stations Completion & Delivery	Q4 '23 – Q3 '24
Task 6: Vehicle and Chargers Deployment	Q4 '23 – Q3 '24
Includes Operator & Maintenance Training at time of delivery	
Vehicles and Chargers Deployed within one month from delivery	
Task 7: Operations, Data Collection	Ongoing for life of vehicle
Daily, Weekly, Monthly, & Quarterly Reporting from date of deployment	

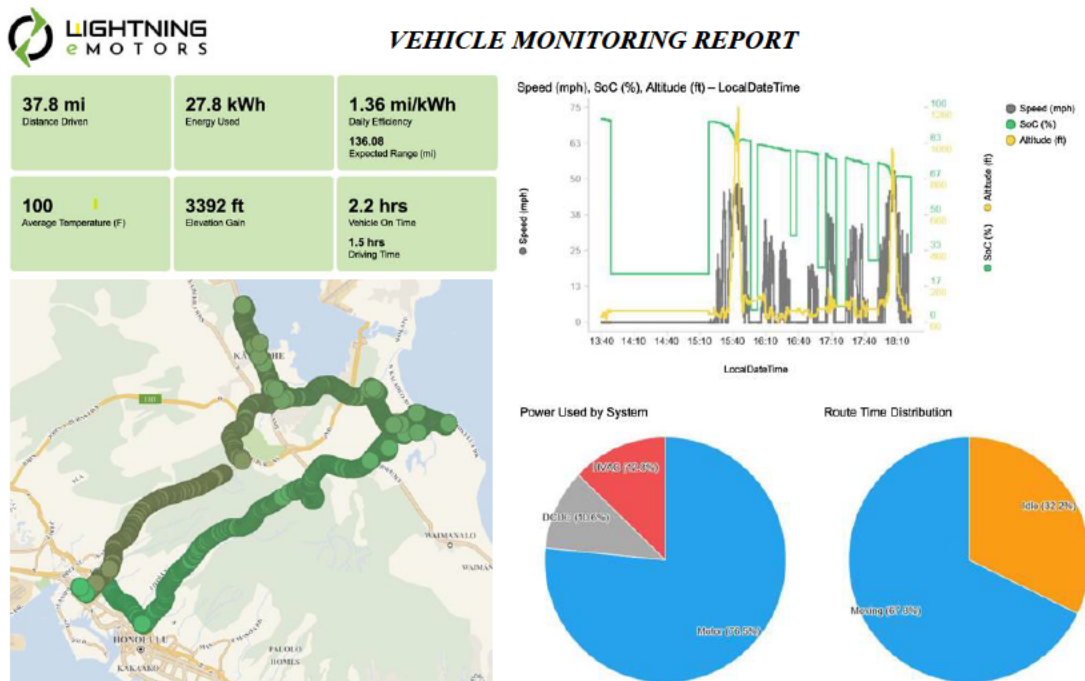
Task 8: Project Management & Reporting to State
 Quarterly Project Management Reports Issued

Q1 '23 – Q4 '25

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

Goodwill Hawaii will be deploying the seven (7) electric vehicles and eleven (11) charging stations and will use them throughout their service area. The focus will be tracking miles, CO2 emissions removed from not using diesel fuel thereby improving air quality, cost savings of fuel and maintenance, etc.

All EVs will be equipped with an activity monitoring system (AMS) as part of the chassis module control. The AMS provides the ability to monitor all performance parameters in real-time from a cloud-based server, including fuel efficiency (miles/kWh), Strength of Charge (SOC), mileage/odometer readings, runtime, idle time, battery temperature, speed, and charging current/voltage. All real-time and historical data will be available in chart form and as a download for analysis by the operators. AMS also has the ability to coordinate the charging profile of all of the vehicles to smooth power demand. An algorithm will determine when to start/stop charging based on commands from the web server. Most importantly, it will also be tracking GPS data related to routes of the vehicles which will be helpful to assess the qualitative and quantitative benefits for disadvantaged communities. Here is a sample of a data report available for the ZEV 4 box truck, which can be provided by the day, month, or year.



These reports can be used to improve routing or braking methods to improve efficiencies so that over time, Goodwill can maximize savings.

The focus of any EV is the reduction of emissions polluting the air. This project is designed to achieve significant reductions in CO2 emissions. The table below summarizes emission reductions achieved by displacing diesel trucks with the zero emission, battery electric trucks subject of this grant application:

ANNUAL EMISSION REDUCTIONS		
Vehicle & Annual Miles	Emission	Annual Reduction (lbs)
Two ADA Vans - 168k miles per year	CO2	210,000
Two 17' Box Trucks - 168k miles per year	CO2	482,160
Three 26' Box Trucks - 210k miles per year	CO2	434,700
		1,126,860 lbs.

CO2 mitigation is calculated using the following formula and can also be reported daily, monthly or annually:

- Gasoline is ROUGHLY 0.75 kg/L and it is mostly pentane. The formula for pentane is C5H12.
- The reaction with air is: $C_5H_{12} + O_2 \implies 5 CO_2 + 6H_2O$.
- The proportion of C is pentane is $5 \cdot 12 / (5 \cdot 12 + 12 \cdot 1) = 80\%$. i.e. for a kg of Pentane, there would be roughly 800 grams of C or 600 grams of C per liter of fuel
- 1 mole of CO2 is 44 grams and 5 CO2 = 220 grams, i.e the ratio of the mass of CO2 to the carbon is the ratio of $CO_2/C = 44/12$ (3.67).
- Therefore 800 grams of carbon per kg of pentane would generate $3.67 \cdot 0.8kg = 2.94$ kg of CO2 per kg of pentane fuel OR 2.94 tonnes of CO2 per tonne of pentane fuel.

The reports noted above can even determine the CO2 emissions mitigated in particular areas due to it tracking the routing of the vehicle. Thus, Goodwill will be able to report on the reduced air pollution in disadvantaged communities, in addition to the workforce development and job creation that Goodwill already provides.

Use of these EVs will also result in considerable cost savings for Goodwill and any other agencies that operate them. The cost effectiveness can be calculated based on the cost of fuel, miles driven, and servicing requirements through the years. At current fuel rates LEM anticipates over 85% fuel savings and 50%

maintenance savings. Of particular note, Goodwill will save considerable funds from not having to repair the vehicles due to vandalism. EVs do not have catalytic converters or batteries that can be stolen, nor do they have gas lines that can be cut.

All the trucks are covered under Lightning eMotors (LEM) warranty policy, which includes 8 years/ 250,000 miles for battery system. LEM warranty policies also include powertrain components such as traction motors, high voltage distribution box and inverters for 3years/100,000 miles and corrosion for 5years/100,000 miles. The truck bodies are warranted for 3 years.

The funded vehicles will be used daily throughout Goodwill Hawaii's service territory for the two-year reporting period. Upon completion of the grant term, Goodwill Hawaii anticipates continued use of the vehicles throughout their remainder useful life, which is approximately 8 years from the deployment date. Therefore, project vehicles are anticipated to have a longer-term impact on the disadvantaged communities Goodwill Hawaii serves.

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.
- The amount of CO2 emissions mitigated from Hawaii's air, particularly in disadvantaged communities. (This will be calculated from the reports noted above that reflect miles driven, weight of vehicle etc.)
 - Weight of items diverted from landfills due to the trucks picking up donations and taking them back to Goodwill to be recycled or processed for sale in its stores.
 - Cost savings from reduced maintenance/ servicing fees, the almost elimination of diesel fuel, and reduction in vandalism to Goodwill's transport fleet.
 - Amount received from federal and state rebates for the cost of the vehicles.
 - Number of clients serviced, miles driven, and how many trips provided by Goodwill using the EV accessible vans for its disabled population.
 - Report on Goodwill's efforts to feature this project as an energy efficient initiative to other businesses locally and nationally and the results of the same.

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)

2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2024.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$1,934,000			\$26,000	\$1,960,000

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2024.

Goodwill will pursue other sources of funding from the federal Inflation Investment Act that can provide cash rebates to nonprofits of up to \$40,000 per electric truck and \$7,500 per an electric van. There is no cap on the number of commercial EVs that Goodwill Hawaii can apply for, thus we will pursue a rebate for all seven vehicles that are the subject of this grant. We anticipate an EV rebate for both vans at \$15,000 and another federal rebate of \$40,000 per truck, or \$215,000 in total.

HE will support Goodwill in applying for the State charging station rebates. This is \$2,000 per charging station on a \$5,000 total cost. We will apply for a rebate for all 11 stations at a total of \$22,000. Again, because it is a rebate, Goodwill will initially cover the costs and then apply for reimbursement. Both rebates are listed in the budget under other sources of funding. Goodwill will work with HE and LEM to send in rebate applications in 2024.

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.

N/A

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 2024 for program funding.

Please see attached: Government Contracts, Grants, and/or Grants In Aid List

6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2022.

The balance of Goodwill's unrestricted current assets, as of December 31, 2022 was \$8,782,138. Each year, a certified public accounting firm audits Goodwill's accounting system and financial statements.

To assure fiscal stability within our organization, we apply several ratios to our financial performance: a) The "Current Ratio" reflects whether a business is able to meet its current obligations. The standard current ratio for a healthy business is 2.0; Goodwill's current ratio is 3.72. b) The "Quick Ratio" measures a business' liquidity. The optimal quick ratio is 1.0 or higher; Goodwill's ratio is 3.21. c) The "Net Worth Ratio" indicates how much a business is leveraged (in debt) by comparing what is owed to what is owned. Goodwill's net worth ratio is at 0.69, again indicating a high degree of financial health.

For the calendar year ending December 31, 2021, Goodwill received an unqualified audit opinion reflecting the soundness of the accounting system and financial records. In addition, we have been designated as a "low-risk" auditee, which indicates we have had no findings for over a three-year consecutive period. In fact, Goodwill has had no audit exceptions and no findings or reportable conditions in over a 10-year period, indicating we hold to the highest accounting standards.

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.

Goodwill Hawaii is a 501 (c)(3) non-profit charity that helps people with employment barriers to reach their full potential and become self-sufficient for over 60 years. We serve over 8,000 Hawaii residents annually through its education, employment and

career development programs and last year placed over 800 individuals into jobs, thereby relieving them from government assistance.

Goodwill Hawaii is accredited by The Community on the Accreditation of Rehabilitation Facilities (CARF). CARF sets national standards for programs serving people with disabilities and people who are economically disadvantaged. An organization undergoing CARF accreditation is scrutinized on the quality of services it provides to persons served. In August 2022, Goodwill was again awarded a three-year accreditation, the highest level of accreditation attainable. Goodwill's national certification in human services shows our commitment to validating the high quality of our program services delivered to Hawaii's residents.

Since its inception, Goodwill has developed strong working relationships with state and federal agencies and funders, including the Department of Human Services, Office of Community Services, Department of Public Safety, Department of Hawaiian Home Lands, Department of Health, Internal Revenue Service, Workforce Development Council, Department of Vocational Rehabilitation, County of Hawaii, City and County of Honolulu, County of Maui, and Workforce Investment Board. Goodwill has also formed partnerships and collaborations with numerous local nonprofits, and other community stakeholders.

Goodwill Hawaii has a proven track record of meeting and exceeding contractual requirements in offering our services. With a thorough understanding of their needs, barriers, and cultures, as well as the availability and accessibility of resources, Goodwill Hawaii has successfully served Hawaii's un- and under-employed low-income and legal permanent residents for years. Goodwill retains a comprehensive awareness and significant scope of experience in serving our State's disenfranchised residents, helping them to overcome practical barriers such as housing, transportation, child care, language, and emotional and psychological barriers such as low self-esteem and discrimination.

As noted above, Goodwill Hawaii is affiliated with Goodwill Industries International (GII). Last year, the GII network provided services to 2 million people, placed 123,000 people into jobs and trained another 24,000 people for higher careers in various industries. The network was also able to divert *3 billion* pounds of usable goods from America's landfills.

In addition to its depth of experience in administering its retail store, recycling, and donated goods operations, various service contracts, and community services contracts and programs, Goodwill has significant experience in managing construction and renovation projects.

Within the past 5 years, Goodwill successfully managed the following projects, exemplifying its expertise in renovating both retail and community services office space:

1. Land Acquisition & Construction of the Honolulu Career & Learning Center, Honolulu: Completion of a \$20 million project to purchase land and construct a 23,000 square foot community service office, training and retail facility. Project was completed in 2021 and it now serves over 3,000 Honolulu low-to moderate income individuals annually. This location includes an EV charging station for store customers and many other energy efficient initiatives, such as motion detectors of LEDs.
2. Hawaii Energy upgrades: a complex statewide energy-efficiency initiative to install new equipment and reduce energy costs for Goodwill Hawaii. This multi-year project dramatically reduced Goodwill Hawaii's energy consumption. HE provided efficiency rated refrigerators that replaced all the old refrigerators on Oahu. HE also helped assess the possibility of other green energy opportunities and paid to install LED lighting throughout our network, and to reduce the heat in the building with appropriate window treatments. HVAC was also replaced or upgraded to be more energy efficient in multiple locations.
3. Goodwill also has experience in installing photovoltaics for green energy at our Mapunapuna warehouse, our Kapolei Campus, and soon at our nearby downtown 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.

Goodwill Hawaii runs community service sites, retail production, donation sites, recycling centers, and store facilities across the Hawaiian Islands. It currently operates 12 stores and donation centers, 18 additional stand alone donation centers, a warehouse, and 9 offices.

Goodwill Hawaii has three locations on Oahu that EV charging stations will be placed. These are located at Beretania Street near downtown Honolulu, its Mapunapuna warehouse and the Kapolei campus. All have sufficient parking areas to install EV chargers for overnight charging, and the electrical infrastructure to support the same. The latter two locations already have working PV systems to power the charging stations at little to no cost to Goodwill Hawaii. The Beretania Street location will also have PV completed in 2024. It already has one EV charging station for two store customer vehicles. All three locations are either owned by Goodwill Hawaii or have a notable long-term lease allowing for this project.

The neighbor island locations of Maui, Hilo and Kona, also have suitable parking areas to house the EV trucks and vans. The trucks and vans specified for these locations can

be powered with Level 2 charging stations using existing power outlets at their respective leased locations. Thus, Goodwill Hawaii has sufficient facilities to support this project.

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.

Personnel Name, Position	Project /Responsibility	BIO
Katy Chen, President & CEO	Full Project and Agency Oversight	Katy Chen has been with Goodwill for the past 8 years. Chen holds a Bachelor's of Political Science and a law degree from the University of Washington and has successfully led nonprofits for 25 years. A licensed attorney, Chen's additional community work includes service as the Chair of the City & County of Honolulu Ethics Commission, and on the Board of local and national nonprofits, including Hawaii Employer's Council and the Hawaii Book and Music Festival.
Brent Arakaki, CFO	Financial and Budget Oversight	Goodwill's Finance Department is led by the CFO, Brent Arakaki. Brent is responsible for the overall direction and management of Goodwill's accounting and finance functions. Brent has over 25 years as a certified public accountant, managing the finances of large businesses, including Hardware Hawaii and several Waikiki hotels before joining Goodwill.
Jamie Kahalepuna, VP Retail & Contract Ops	Ensures the specifications, manufacture and delivery of the EV trucks.	Ms. Kahalepuna has over 18 years of experience in recycling, donated goods retail, and transport logistics.
Emily Lau, VP of Community Services	Ensures the specifications, manufacture and delivery of the EV passenger vans.	As VP of Community Services, Emily Lau oversees Goodwill's human services programs. She holds a B.A. in Business Administration from the Chinese University of Hong Kong, and MBA from the University of Hawaii at Manoa. Lau is trilingual in English, Mandarin, and Cantonese. Emily has 25 years of experience with Goodwill and has been a past CARF surveyor. She currently manages the leasing of vans for disabled clients.
Randy Lueder, Director of	Ensures the specifications and installations	Randy oversees the maintenance of all Goodwill facilities and has over 15 years of experience in large scale facility and property maintenance. He has also managed many green energy projects,

Facilities	of the EV charging stations at various locations.	including rooftop solar, and installation of energy efficient ACs and LED conversions.
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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.

Please see attached Organization Chart.

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.

Position	Annual Salary Range
President and CEO	\$180k – 250k
Chief Financial Officer	\$125k – 165k
Vice President of Mission Services	\$95k – 125k

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.

There is no pending litigation.

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.

Goodwill Hawaii has been fully accredited by The Community on Accreditation of Rehabilitation Facilities (CARF), which sets national standards for programs serving

people with disabilities and for employment services to the disadvantaged. In August of 2022, Goodwill was again awarded the highest accreditation attainable of three years with a near perfect audit score. Goodwill's national certification in human services shows our commitment and validates the high quality of our program services delivered to Hawaii's residents.

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 2023-24 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2023-24, but
- (b) Not received by the applicant thereafter.

The activity is the purchase and installation of electric trucks, vans and charging stations on Oahu, Maui and the Big Island. The trucks will be used to collect donations and recyclables, while the vans will be used for the adults with disabilities program. This is a one-off project and therefore, no additional funding is necessary to sustain the activity beyond 2023-24. In fact, the charging stations will power Goodwill Hawaii's transportation fleet thereby reducing Goodwill Hawaii's expensive oil and gas consumption and thereby reducing costs for many years to come.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2023 to June 30, 2024

Applicant: Goodwill Industries of Hawaii, Inc.

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	0			
2. Payroll Taxes & Assessments	0			
3. Fringe Benefits	0			
TOTAL PERSONNEL COST				
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	0			
2. Insurance	0			
3. Lease/Rental of Equipment	0			
4. Lease/Rental of Space	0			
5. Staff Training	5,000			
6. Supplies	0			
7. Telecommunication	0			
8. Utilities	0			
9. Maintenance for 7 vehicles	21,000			
10. State Rebate for Charging Stations				22,000
11. Federal Rebate for 7 vehicles		215,000		
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	26,000	215,000		22,000
C. EQUIPMENT PURCHASES	33,000			
D. MOTOR VEHICLE PURCHASES	1,901,000			
E. CAPITAL				
TOTAL (A+B+C+D+E)	1,960,000	215,000		22,000
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	1,960,000	Katy Chen 808-792-8562		
(b) Total Federal Funds Requested	215,000	Name (Please type or print) Phone		
(c) Total County Funds Requested		<i>Katy Chen</i> 1/20/2023		
(d) Total Private/Other Funds Requested	22,000	Signature of Authorized Official Date		
TOTAL BUDGET	2,197,000	President and CEO		
		Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2023 to June 30, 2024

Applicant: Goodwill Industries of Hawaii, Inc.

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				
JUSTIFICATION/COMMENTS:				

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2023 to June 30, 2024

Applicant: Goodwill Industries of Hawaii, Inc.

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Charging Station (\$2,000 State Rebate per station)	11.00	\$5,000.00	\$ 55,000.00	33,000
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:	11		\$ 55,000.00	33,000

JUSTIFICATION/COMMENTS:

State Program provides a \$2,000 rebate per charging station; this rebate has been deducted from the Total Budgeted column.

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
ZEV 3 ADA Van 10 seats/1 wheelchair, 80 kWh Battery Pack, 120+ Miles (rebate 7,500)	2.00	\$218,000.00	\$ 436,000.00	421,000
ZEV 4 GM4500 177" WB 17' Box Truck-120 kWh, up to 130 Miles (rebate \$40,000)	2.00	\$267,000.00	\$ 534,000.00	454,000
ZEV 6 LeM E-Chassis 26' Box Truck - 200 kWh (rebate \$40,000)	3.00	\$382,000.00	\$ 1,146,000.00	1,026,000
			\$ -	
			\$ -	
TOTAL:	7		\$ 2,116,000.00	1,901,000

JUSTIFICATION/COMMENTS:

Total Budgeted amount is reduced by \$215K, due to Federal Program rebates of \$7,500 per ADA Van & \$40,000 per Box Truck.

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2023 to June 30, 2024

Applicant: Goodwill Industries of Hawaii, Inc.

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: 2021-2022	FY: 2022-2023	FY:2023-2024	FY:2023-2024	FY:2024-2025	FY:2025-2026
PLANS	N/A					
LAND ACQUISITION	N/A					
DESIGN	N/A					
CONSTRUCTION	N/A					
EQUIPMENT	N/A					
TOTAL:						
JUSTIFICATION/COMMENTS:						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Goodwill Industries of Hawaii, Inc.

Contracts Total: 15,641,544

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	Community Recycling & Sustainability Program, Contract No. CT-DCS-2100028: Purchase a box truck for pick-up & recycling of goods	11/01/2020-04/30/2022	Department of Community Services	Honolulu	\$ 120,000
2	Agency Provided Trips, MA-DTS-2000091 V-5: Transportation for Clients	02/01/2020-01/31/2025	Department of Transportation Services	Honolulu	\$ 755,767
3	Provides on-the-job training and meaningful employment opportunities for active First To Work participants (both citizens and non-US citizens) who may have little or no work experience. Services include pre-employment training, job development, placement, and follow up services. Participants can also get subsidized employment.	07/01/2022-06/30/2023	Department of Human Services	State	\$ 1,583,500
4	FTW TANF/VR: Case management, employment and support services to work eligible individuals of two parent household and non-US citizens receiving TANF public assistance, and people who are classified as having a disability. Employment training, support services, job development, placement, and follow up services. The program works closely with the SEE program in helping individuals obtain employment.	07/01/2022 -06/30/2023	Department of Human Services	State	\$ 4,500,000
5	Supplemental Nutrition Assistance Program Employment & Training (SNAP E&T): A work program designed to assist individuals receiving food stamps prepare for employment and become self-sufficient. Goodwill's program serves the islands of Maui and Oahu and provides comprehensive case management, pre-employment training, job development, placement, and follow up services.	07/01/2022 -06/30/2023	Department of Human Services	State	\$ 522,854
6	Employment Services for Inmates at Correctional Facilities: Goodwill's program serves the islands of Hawaii and Oahu which include pre-employment training,	03/01/2021-02/28/2023	Department of Public Safety	State	\$ 600,000

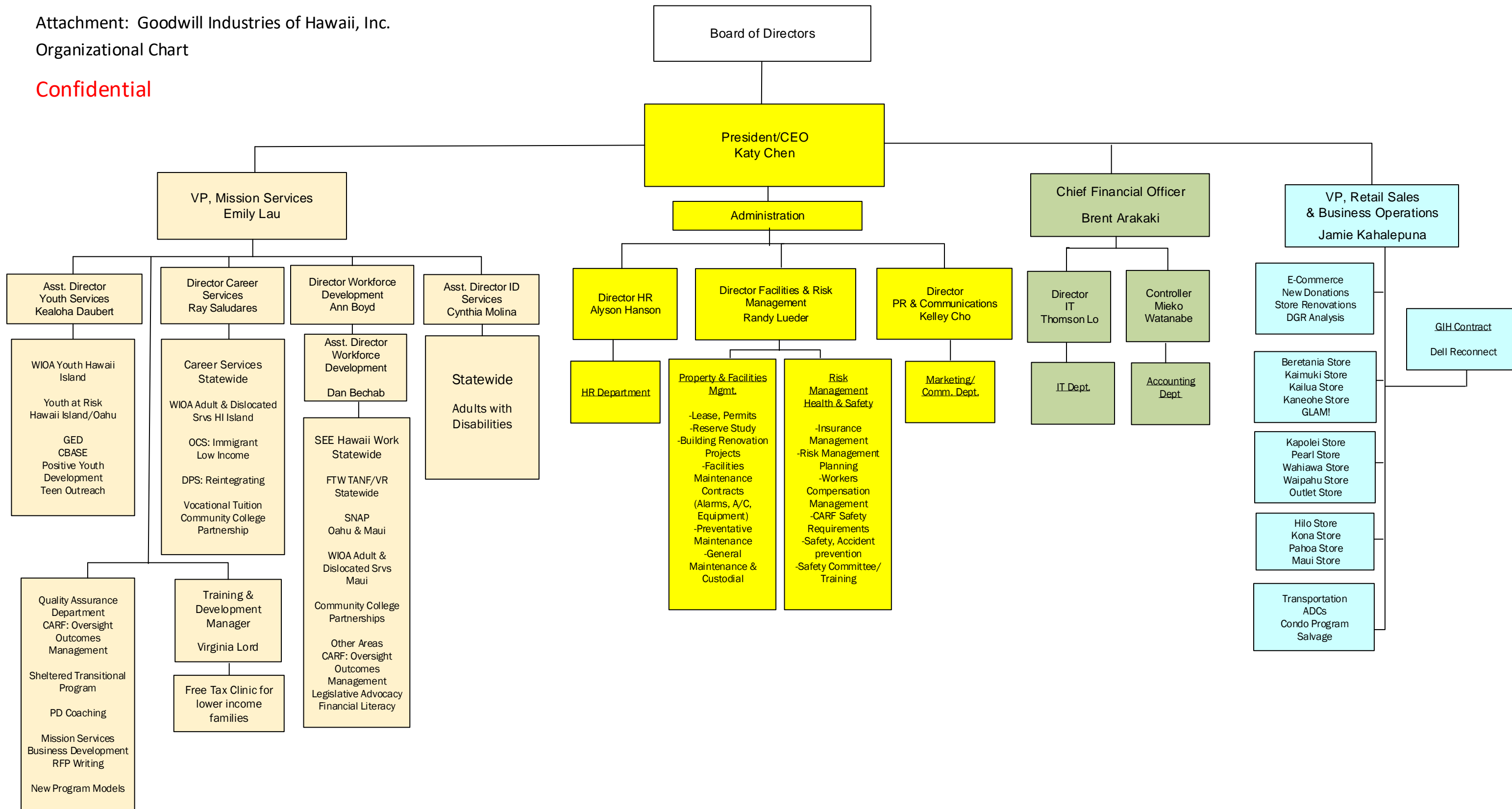
	job development, placement, vocational training, and follow up services (job maintenance/reassessment).		Safety		
7	Employment Core Services for Low-Income Persons and Legally Permanent Residents: Services the island of Hawaii which includes pre-employment training, job development, placement, vocational training, and follow up.	10/01/2022-09/30/2023	Department of Labor & Industrial Relations	State	\$ 189,000
8	WIOA Youth Program / Ola I Ka Hana: Engages Out-of-School and In-School youth in healthy behaviors, empowers them with tools to reduce unhealthy risky behaviors, and develops opportunities for their continued educational achievement, successful transition to adulthood, and sustained, self-sufficient employment.	11/1/2022-10/31/2023	Office of Housing and Community Development (OHCD), County of Hawaii	Hawaii	\$ 350,013
9	WIOA Youth Program / Ola I Ka Hana: Engages Out-of-School and In-School youth in healthy behaviors, empowers them with tools to reduce unhealthy risky behaviors, and develops opportunities for their continued educational achievement, successful transition to adulthood, and sustained, self-sufficient employment.	04/1/2022-03/31/2023	Office of Economic Development/WIOA Workforce Development, County of Maui	Maui	\$ 209,320
10	WIOA Adult & Dislocated Workers Program: Comprehensive career and training services to adults and dislocated workers. Priority given to Veterans, people laid off from employment, recipients of public assistance and other low-income individuals and those who are basic skills deficient.	07/01/2022-06/30/2023	Office of Housing and Community Development (OHCD), County of Hawaii	Hawaii	\$ 565,556
11	WIOA Adult & Dislocated Workers Program: Comprehensive career and training services to adults and dislocated workers. Priority given to Veterans, people laid off from employment, recipients of public assistance and other low-income individuals and those who are basic skills deficient.	04/01/2022-03/31/2023	Office of Economic Development/WIOA Workforce Development, County of Maui	Maui	\$ 414,374
12	DHS Youth Program / Ola I Ka Hana: Assists Oahu's at-risk youth to develop necessary skills, make responsible and informed decisions, develop a positive sense of self, pursue and maintain positive relationships, continue their academic growth and gain employment.	01/01/2023-12/31/2023	Department of Human Services	State	\$ 200,000

13	Long-term Adult Supports and Resources (LASR): Individualized program to meet the needs of people with developmental disabilities/intellectual disabilities and to transition them into receiving supports in the community. Person-centered facility or community based supports.	07/01/2017-6/30/2023	Department of Health	State	\$ 5,456,160
14	Participant-Directed Coaching (PD Coaching): Coaching and spending plan development services for Older Adults and Veterans. Goodwill's program serves the islands of Oahu, Kauai and Hawaii.	07/01/2022-06/30/2023	Executive Office on Aging	State	\$ 175,000

As of: 01/15/23

Attachment: Goodwill Industries of Hawaii, Inc.
Organizational Chart

Confidential





Söderholm Sales & Leasing, Inc.

January 18th, 2023

On Behalf of: Katy Chen
Chief Administrative Officer
Goodwill of Hawaii
2610 Kilihau Street
Honolulu, HI 96819

Subject: Goodwill of Hawaii's Submission to the State of Hawaii Grant and Aid Program for Electric Trucks, Vans, and Charging Infrastructure

To Whom it May Concern,

We are writing to express our support for Goodwill of Hawaii's application for battery electric trucks and vans and related charging infrastructure at their facilities to support the vehicles throughout the day, as submitted in response to the State of Hawaii Grant and Aid Funding Opportunity.

Soderholm Sales and Leasing, Inc, in partnership with Lightning eMotors, is interested in reducing localized greenhouse gas emissions for the residents of Hawaii through Goodwill of Hawaii's operation. Goodwill of Hawaii is unique in the State of Hawaii as it operates and provides delivery and pick-up services of donated goods and transportation for island residents for various programs.

With over 3 million miles of experience on the road of vehicles delivered, Lightning eMotors is one of the largest mid-size electric vehicle manufacturers. Lightning eMotors was founded as a hybrid Hydrogen/Electric company in 2009. In 2017 the company switched its focus to medium-duty BEV and made its first deployments in 2018. LeM provides vehicles to municipal and private fleets, last-mile delivery companies, medical facilities, and many more commercial companies.

Soderholm Sales and Leasing, Inc, headquartered in Honolulu, HI, has been the Pacific's premier bus and van dealer since 1989. With *service centers on each main island* and some of the most highly trained mechanics in the State, Soderholm can support these vehicles throughout their lifetime. In addition, Soderholm was the *first dealer of LeM to receive intensive, hands-on training* both on Oahu and at LeM's headquarters in Loveland, CO.

Mahalo in advance for your consideration of their project.

Sincerely,

Gabrielle Soderholm

Roger Vartanian Director Sales

Roger Vartanian Director Sales (Jan 18, 2023 13:54 MST)

Gabrielle Soderholm, Assistant Operations Manager, Soderholm Sales and Leasing, Inc, and Roger Vartanian, Director of Sales, Western US, Lightning eMotors

Mailing Address: P.O. Box 19010 – Honolulu, Hawaii 96817

Delivery Address: 2044 Dillingham Blvd. – Honolulu, Hawaii 96819

Tel: (808) 834-1417 Fax: (808) 834-1070 · www.SoderholmMobility.com · www.SoderholmBus.com



January 20, 2023

Re: Hawai'i State Grant-in-Aid Application for Goodwill Hawai'i
Electric Vehicle & Charging Stations Model Project

Dear Sir/Madam:

Please let this letter serve as strong support for the Hawai'i State Grant-in-Aid (GIA) application being submitted by Goodwill Hawai'i. We understand that Goodwill's application is for the purchase, installation and maintenance of an electric vehicle (EV) fleet and EV charging stations. Hawai'i Energy's mission is to empower island residents and businesses to make smarter energy choices that reduce energy consumption, save money and achieve a 100% clean energy future. The energy efficiency and other programs administered by Hawai'i Energy help nonprofits like Goodwill by making facility improvements more affordable.

Goodwill Hawai'i has been engaging with Hawai'i Energy and our programs for several years. They participated in our EmPOWER Nonprofit Cohort Program where they received a review of their energy consumption and learned about opportunities to improve their energy efficiency. With Hawai'i Energy rebates, Goodwill installed efficient lighting in their offices, warehouse and stores and replaced aging refrigerators with ENERGY STAR appliances. We assisted them further in reviewing their new building plans and made recommendations on high efficiency air conditioning, windows and occupancy sensors for lighting and AC systems. Our rebates and technical assistance played a large role in improving the overall energy efficiency at their Kapolei campus, as well.

As Goodwill considers the purchase of an EV fleet and charging stations for O'ahu and Big Island through the State GIA, Hawai'i Energy may be able to provide support through the state's EV Charging Station Rebate Program pending availability and applicability of funding for this program. The rebate for new AC Level 2, multi-port charging stations would be \$4,500 per station if the current EV Charging Station Rebate Program rebate amounts outlined in Act 202 remain unchanged. Because these rebates are provided after the purchase and installation of the charging stations, Goodwill would pay the upfront costs, install their equipment, and go through Hawai'i Energy's rebate application process that they are very familiar with. A State GIA award in the amount requested would make it possible for Goodwill to make these fleet improvements and begin leading the way in our state as a commercial EV fleet operator.

Sincerely,

Caroline Carl
Executive Director
Hawai'i Energy