

**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:   
Wai'anae Moku Navigators

Amount of State Funds Requested: \$ 763,505.00

Brief Description of Request (Please attach word document to back of page if extra space is needed):  
WMN proposes to build on its vision and mission through this grant project by extending the reach of its existing programs and events focusing on food security, specifically the quarterly food summits, annual food summit, community food security events, community events, new farmer training, food distribution development and the gleaning project. The project goal for this grant is for the Wai'anae Coast community to have high food security by increasing the amount of food production that remains in the Wai'anae Coast.

Amount of Other Funds Available:

State:            \$ 0  
Federal:        \$ 78,000.00  
County:        \$ 0  
Private/Other: \$ 0

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

\$ 0.00

Unrestricted Assets:

\$ 78,000.00

New Service (Presently Does Not Exist):     Existing Service (Presently in Operation):

Type of Business Entity:

- 501(C)(3) Non Profit Corporation  
 Other Non Profit  
 Other

Mailing Address:

87-151 Liliana Street

City:

Waianae

State:

HI

Zip:

96792

Contact Person for Matters Involving this Application

Name:  
Joseph Lapilio

Title:  
Chief Executive Officer

Email:  
josephwlapilio3@gmail.com

Phone:  
(808) 265-3975

Federal Tax ID#:  
[REDACTED]

State Tax ID#  
[REDACTED]



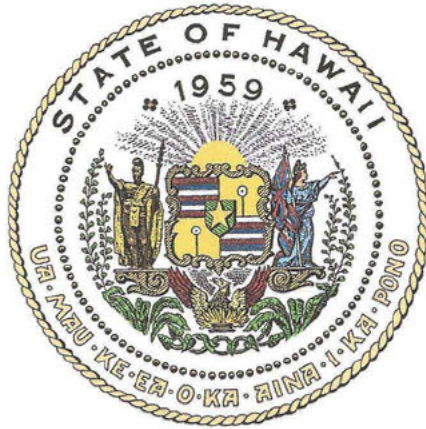
Joseph Lapilio, Chief Executive Officer

1/20/23

Authorized Signature

Name and Title

Date Signed



## Department of Commerce and Consumer Affairs

### CERTIFICATE OF GOOD STANDING

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

#### WAIANAE MOKU NAVIGATORS

was incorporated under the laws of Hawaii on 08/25/2022 ; 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 20, 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.

Waianae Moku Navigators

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

\_\_\_\_\_  
January 20, 2023

\_\_\_\_\_  
(Signature)  
Joseph Lapilio

\_\_\_\_\_  
(Date)  
President and CEO

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

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

## Application for Grants

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

### **I. Certification – Please attach immediately after cover page**

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

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.

See attached Certificate of Good Standing

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

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

See attached Declaration of Compliance Statement

#### **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](#).

See signed DECLARATION STATEMENT OF APPLICANTS FOR GRANTS  
PURSUANT TO CHAPTER 42F, HAWAII REVISIED 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;

Wai'anae Moku Navigators (WMN) is a 501(c)(3) community development corporation started by the Wai'anae Economic Development Council (WEDC), to serve the community from Kahe to Ka'ena, also known as the Wai'anae Moku. The historical basis for Wai'anae Moku Navigators is articulated in a 2015 Wai'anae Moku planning document and incorporated as one of WEDC's strategic priorities to "create an ongoing, sustainable, and long-term community planning entity to take responsibility for community planning and community development needs on the Wai'anae Coast." WMN's vision is for Wai'anae Coast residents to have the power to create and share

information; to use their unique experiences and backgrounds to create solutions to create a better, healthier, and sustainable community which includes perpetuating cultures.

Our mission is to work with community organizations, agencies, and groups to identify community development priorities and address these priorities utilizing existing community resources, collaborations, and new partnerships, and when necessary, by creating new initiatives. WMN is guided by the values of being assets and strengths based, community involvement and benefit, collective action and collective impact, “on-the-job” leadership development, and intergenerational. More specifically, WMN has taken on the following roles and responsibilities:

- Create a Community Network by Coordinating and Providing Information and Communication.
- Create Safe Spaces to Convene and Facilitate Discussion (Talk Story Sessions, Micro-Summits, Community Summits) on Issues Affecting the Community and to Create Common Ground.
- Organizing Collective Efforts and Facilitating and Supporting Collaboration.
- Coordinating Training and Technical Assistance to Develop Social Entrepreneurs, Build Community Capacity and to Invest in Human Capital.

Our Strategic Priorities for 2023-2026 include:

- Develop community leadership and build opportunities for collaboration and partnerships.
- Utilize data as a community building opportunity to drive comprehensive, inclusive, integrated, and interactive communication.
- Support the construction of physical, intellectual, and social infrastructure.

Aligned with our mission, roles and responsibilities, and strategic priorities WMN is currently leading the following activities chosen from 3 micro food summits and an end of year food summit that consisted of over 120 community participants and 25 organizations.

1. Quarterly Food Summits.
  - a. Community Education
  - b. Community Events
  - c. Community Projects
2. Annual Food Summit
  - a. Culmination of Quarterly Food Summits
  - b. Planning for 2024-2025 Activities
3. Community Food Security Event: 1st Annual Hukilau
  - a. Marine Conservation
  - b. Coastal Conservation
  - c. Fishing Practices
  - d. Limu Restoration Project
4. Community Events: Best of the Westside (Events Held Over a 30-Day Period)

- a. Themed Events Held by Community Organizations
    - i. Mauka- Mountain
    - ii. Makai- Ocean
    - iii. Makahiki - A Time Set Apart for Tribute, Harvest, Sport, and Play
  - b. Coast-Wide Competitions
  - c. Coast- Wide Recognition
  - d. Local Vendor Pop-Ups
5. New Farmer Training
- a. Natural Farming Curriculum
  - b. Business Development
  - c. Networking
  - d. Resource Partners
6. Food Distribution Development
- a. Community Planning
  - b. Events Planning
  - c. Partnerships with Existing Hubs
  - d. Partnerships with Food Banks and Pantries
7. Gleaning Project
- a. Create a community resource matrix
  - b. Establish network of partners for collection and distribution of food resources

Along with our lead projects, we are also supporting several food security projects that other community organizations are leading to achieve food security. These projects are as follows:

1. Establishing a hybrid slaughterhouse of a stationary and mobile unit slaughterhouse
  - a. Provide slaughtering for a diverse group of livestock and meat birds
  - b. Work with hunters from the Wai'anae Coast
  - c. Work with pig farmers to save local pig industry
  - d. Work with Legislative Hui to push for federal and State site reps
2. Food Insecurity
  - a. Support Wai'anae Coast Comprehensive Health Center with keiki and kupuna pantries
  - b. Utilize gleaning project to provide local food sources
  - c. Provide fundraising and volunteer support for these efforts
3. Backyard Farming Training
  - a. Support partner organizations with Community outreach and education
  - b. Provide staff support for the program

2. The goals and objectives related to the request;

WMN proposes to build on its vision and mission through this grant project by extending the reach of its existing programs and events focusing on food security, specifically the quarterly food summits, annual food summit, community food security events,

community events, new farmer training, food distribution development and the gleaning project.

The project goal for this grant is for the Wai'anae Coast community to have high food security by increasing the amount of food production that remains in the Wai'anae Coast. To do this we propose the following objectives for the fiscal year 2024-2025:

- 200 Wai'anae Coast Residents will begin or continue farming for food security measured by the amount of food processed. This will be achieved through the continuation, development, and extension of current activities including:
  - Providing new farmer training with 2 culturally relevant cohorts that will teach 50 individuals and families about farming, business development, providing starter plants and kits, and resources to start, expand, and grow as a farmer.
  - Implementing a backyard farming curriculum that will educate 100 individuals and 'ohana on how to create food security gardens in smaller spaces.
  - Individual farm development to 50 current farmers to improve farming practices, yield, and production.
- Establish one regenerative model farm for the community to learn, train, and develop. Develop the economic and business model for this farm that will work and benefit community farmers.
- Hold 20 community events focused on improving food security.
  - Quarterly food summits with stakeholders, community members, community partners, and experts to implement community suggestions from previous food summits to achieve food security. These foods were previously operated
  - A community hukilau with 100 participants to discuss subsistence economy, traditional fish cultivation methods, marine and coastal conservation, limu restoration, and water issues for habitat development.
  - Monthly farmer's market for the community to purchase food produced by participants engaged in farming for food security.
  - 3 community events with partner organizations during the Makahiki season (November to December) to highlight, celebrate, and bring awareness to organizations focused on solving the food security issues on the Wai'anae Coast.
- Improve and expand capacity of the food hub at Kahumana Farms for food processing and distribution. Alongside this expansion, WMN will also develop a resource matrix of 250 agricultural and food resources to network and create a coastal aggregate and distribution project that provides income for families and food to feed Wai'anae Coast. This matrix will be a broad list consisting of food producers, ranchers and farmers, value-added businesses, local grocery stores, and food pantries operated by Elepaio Social Services.

This project will expand our existing programs, allowing us to open up to more individuals and families on the Wai'anae Coast. This funding will help us to create a model farm to provide on-site training that will be duplicatable by residents to improve yields, increase food production, and provide income. The funding will also increase the capacity of food hubs to process, store, and distribute more food to Wai'anae Coast residents.

3. The public purpose and need to be served;

The public purpose that this project addresses is to increase food security primarily for the Wai'anae Coast, but subsequently will address food security for O'ahu and the entire State. The community collaboration that this organization represents will provide the wide-ranging impact needed to move the needle in regard to addressing food security issues plaguing the Wai'anae Coast and the State of Hawai'i.

The State of Hawai'i in general is facing numerous obstacles regarding food security highlighted during the Covid Pandemic. According to the Hawai'i Food Bank, 1 in 6 Hawai'i residents are food insecure or do not have regular consistent access to food for the household. Hawai'i has the second highest rate of childhood insecurity in the nation with 1 in 4 children that are food insecure. Hawai'i is isolated from the rest of the US and imports 85% of its food supply which makes it vulnerable to disruptions. The Wai'anae Coast, in particular, is nestled between the Wai'anae mountain range to the east and the Pacific Ocean to the west. It is one of the most isolated regions on the island of O'ahu, with only one road in and out – a challenge that is of significant concern in the event of a natural disaster.

Today, the approximately 50,000 people who live in the region are economically distressed and endure many poor outcomes:

- Nutrition related disparities: The Wai'anae Coast population ranks the highest in the state for debilitating health conditions such as diabetes (15%) and obesity (41%). Over 50% of WCCHC patients over the age of six years old are considered overweight or obese.
- Food Insecurity: A 2019 WCCHC survey of over 1,000 patients found that 38% of adults said that in the last 30 days they had “worried about having enough food for themselves and their family.” Food insecurity has worsened significantly during the pandemic.
- Cost of living: In 2019, Hawai'i had the nation's highest cost of living but had some of the lowest wages. Over 67% of WCCHC's patients live at or below the federal poverty level, 8% are uninsured, and 56% receive coverage through Hawai'i's Medicaid program. 69% of Hawai'i's population is now considered ALICE (Asset Limited, Income Constrained, Employed).
- Unstable community food systems: Hawai'i imports more than 85% of its food, making the state extremely vulnerable to mis-matched supply and demand. Many local stores, including some on the Wai'anae Coast, carry very few local produce items. For many local producers, their primary market is tourism and when tourism was effectively reduced to nothing during the



pandemic, many farmers had nowhere to turn. Hawaii has also faced numerous supply challenges during the pandemic.

To address the issue of food security and increasing the amount of food produced and distributed in the Wai'anae Coast, WMN is providing educational programming for individuals, families, and farmers to provide the tools and knowledge needed to increase the food produced to support and meet the food needs that the families on the Wai'anae Coast have. While relying on the collaborative support, efforts, and resources of partner community organizations has provided for the initial launch and implementation of these programs, additional funding would increase the capacity and scale to reach more residents of the Wai'anae Coast community and beyond.

4. Describe the target population to be served; and

The Wai'anae Moku Navigators primarily serve the Wai'anae Coast, which is home to approximately 50,000 residents, an estimated 59 percent of which are Native Hawaiian (Ka Huaka'i, 2021). Resources from current community partners helps us provide services to our target population.

5. Describe the geographic coverage.

Our primary geographic coverage extends from Kahe Point to Kaena Point and includes the populated ahupua'a of Nānākuli, Lualualei, Wai'anae and Makaha. We have also worked collaboratively with individuals, families, and farmers from other areas of O'ahu.

### **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;

<b>WMN Food Security Project to Grow and Feed the Wai'anae Coast Community</b>		
<b>Scope of Work</b>	<b>Tasks</b>	<b>Responsibilities</b>
Secure physical location for regenerative model farm for community to learn, train, and develop.	Sign MOA with community partners Kahumana Farm, Ho'omau Ke Ola and/or Hoa 'Āina 'O Makaha	CEO, Chief Development Officer
Create, develop and modify curriculums for community gardening, new farmers, and current farmers.	Work with Curriculum Developer to ensure the understanding matches the participants	Executive Director, Project Director, Program Manager, Agriculture Business Developer, Evaluator
Plan, coordinate, and calendar	Remote zoom sessions to	CEO, Chief

community events	plan, coordinate, delegate, and schedule 20 community events	Development Officer, Executive Director, Project Director, Program Manager, Community Events Coordinator, Evaluator
Develop resource matrix	Create a resource matrix template to take to community partners and community	Executive Director, Project Director, Program Manager, Program Assistant
Develop website and social media and marketing strategies	Create a digital strategy plan, build websites, landing pages, and digital campaigns for community outreach, marketing, and sign ups.	Executive Director, Project Director, Program Manager, Community Events Coordinator, Evaluator
Develop plans for Kahumana Food Hub improvements.	Work with designer and contractors to develop a functional layout for Food Hub	CEO, Chief Development Officer
Construction buildout of the Kahumana Food Hub with flood mitigation	Get quotes for flood mitigation and improvements to secure the contractor to complete improvements.	CEO, Chief Development Officer
Community Outreach and Participant Recruitment	Conduct community outreach activities to build public awareness of the training programs, community events, and community gleaning programs.	CEO, Chief Development Officer, Executive Director, Project Director, Program Manager, Community Events Coordinator, Program Assistant, Administrative Director, Evaluator
Serve the Wai'anae Coast community through our community gardening, new farmer's training, individual farm development	Implement all WMN programming at the model farms and community partners' farms.	CEO, Chief Development Officer, Executive Director, Project Director, Program Manager,

		Community Events Coordinator, Program Assistant, Administrative Director, Evaluator
Serve the Wai'anae Coast with 20 food security focused community events	Hold and facilitate all WMN community events with community partners	CEO, Chief Development Officer, Executive Director, Project Director, Program Manager, Community Events Coordinator, Program Assistant, Administrative Director, Evaluator
Project Evaluation	Conduct periodic project evaluation of all WMN programming conducted at the model farms and community partners' farms.	CEO, Chief Development Officer, Executive Director, Project Director, Program Manager, Community Events Coordinator, Administrative Director, Evaluator
Revenue Generation/Fundraising	Conduct ongoing revenue generation/fundraising efforts including, but not limited to, grant procurement, corporate sponsorships, fee-for-service program offerings, community events fees for pop vendors, etc.	CEO, Chief Development Officer, Executive Director, Project Director, Program Manager, Community Events Coordinator, Evaluator

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

These tasks will be completed along this general timeline as described below:

First Quarter:

- Secure physical location for regenerative model farm for community to learn, train, and develop.
- Create, develop and modify curriculums for community gardening, new farmers, and current farmers.
- Plan, coordinate, and calendar community events
- Develop functional design for Kahumana Food Hub improvements.
- Secure quotes for Kahumana Food Hub build out and begin construction

- Develop resource matrix
- Develop website and social media and marketing strategies
- Community Outreach and Participant Recruitment
- Begin monthly farmer's market for the community
- Begin first community backyard gardening program
- Begin first new farmer's cohort
- Begin individual farm development
- Hold first quarterly food summit

Second Quarter:

- Begin community gleaning project
- Begin second community backyard gardening program
- End first new farmer's cohort
- Continue monthly farmer's market for the community
- Continue individual farm development
- Hold second quarterly food summit
- Input community resource partners and community into resource matrix
- Evaluation of backyard gardening program and new farmer's cohort

Third Quarter:

- Continue community gleaning project
- Complete construction of improved Kahumana Food Hub
- Begin third community backyard gardening program
- Begin second new farmer's cohort
- Continue monthly farmer's market for the community
- Continue individual farm development
- Hold third quarterly food summit
- Hold community event Hukilau
- Input community resource partners and community into resource matrix
- Evaluation of backyard gardening program and new farmer's cohort

Fourth Quarter:

- Continue community gleaning project
- End second new farmer's cohort
- Continue monthly farmer's market for the community
- Continue individual farm development
- Hold final quarterly food summit
- Hold community events during Makahiki season
- Input community resource partners and community into resource matrix
- Evaluation of backyard gardening program and new farmer's cohort

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

This project will be evaluated by WMN's contracted Evaluator that will lead data collection and analysis and monitor the progress to achieve the four (4) project

objectives. Evaluation will follow the cycle of each program cohort and cycle, which will inform the next round of programming.

Objective 1 progress and results will be measured by participant completion of new farmer training, community backyard farming, and individual farm development. Beyond program completion, we will track knowledge and skills learned through the program by tracking the pounds of produce or livestock that is processed through the food hub or donated to the food pantries.

Objective 2 progress will be measured by the number of MOA's signed and completed and the number of trainings performed on each community partner's farm. In addition to this, we will also measure the economic dollar equivalent that is produced on the model farms.

Objective 3 progress will be measured by the number of community events held. We will also be measuring the number of participants attending each event through registrations and sign-ins to the various activities.

Objective 4 progress will be measured by the number of community resources added into the resource matrix.

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.

<b>Measures of Effectiveness, WMN High Food Security</b>	
Measure(s)	Benchmark(s)
Establishment of one (1) Regenerative Farm Model	1
Completion of Food Hub improvements	1
Number of community resources added to the resource matrix	250
Number of community members served through our farming education programs	200
Number of community events held	20

**Effectiveness:** At the conclusion of each workshop, training, or community event (once per quarter), program staff will review attendance and course certificates to verify participant course completion. The Evaluator will also administer and analyze pre- and post-workshop surveys and feedback forms to assess participant satisfaction and growth. The evaluator and project team will meet at the end of each quarter to review data and survey findings in debrief sessions to improve the next round of workshops.

**Quality:** Pre- and post-workshop satisfaction surveys and a survey after community events will be conducted and analyzed to inform the next quarter’s workshop or community events.

**Timeliness:** Every quarter, the Executive Director, Project Director, and Program Manager will assess the fit between the proposed schedule of completion and actual activity completion dates by reviewing and analyzing the project work plan, participant attendance records, and survey results.

**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
\$190,876.25	\$190,876.25	\$190,876.25	\$190,876.25	\$763,505

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

**2024 List of Funders**

1. Administration for Native Americans, Social & Economic Development Strategies (SEDS) Grant Program
2. USDA Grants
3. U.S. Small Business Administration, Grant to Community Organizations
4. City and County of Honolulu’s Grant-in-aid Program
5. Office of Hawaiian Affairs
6. HEI Charitable Foundation
7. Freeman Foundation
8. James & Abigail Campbell Family Foundation
9. Atherton Family Foundation
10. Hawai'i Community Foundation, Wai'anae Strong Fund
11. Cooke Foundation Ltd.
12. First Hawaiian Bank Foundation
13. Bank of Hawai'i Foundation

- 14. Central Pacific Bank Foundation
- 15. Healy Foundation

- 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.

WMN has not received state or federal tax credits within the past three years.

- 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.

WMN has not received any federal, state, or county government contracts, grants or grant-in-aids within the immediate past three years and has not submitted any applications for year 2024.

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

\$88,766.00

## **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.

**Wai'anae Moku Navigators**  
Board of Directors  
2023-24

**Daniel Gomes** is President of the Wai'anae Moku Navigators Board of Directors. Dan also serves the Vice-President of the Wai'anae Economic Development Council. He is a member of Ulu Mau Development LLC, a firm specializing in business development projects benefiting the Wai'anae Coast. Prior to this, Dan was the business consultant at Wai'anae High School and managed the construction of the culinary arts facility at the school. He is retired from Pitney Bowes where he was the District General Manager. Dan is also the immediate past president of the Board of Directors for the Wai'anae Coast Comprehensive Health Center, a current board member of Elepaio Social

Services and a member of the Board of Directors for the Wai'anae Boys and Girls Club.

**Craig Alvarado** is the Vice-President and a member of the Wai'anae Moku Navigators Board of Directors. Craig is currently the President of the Wai'anae Coast Rotary Club. He is a Realtor Associate at Berkshire Hathaway HomeServices Hawai'i Realty after working in management positions at American Airlines for 33 years, Craig retired and returned to his home in Ma'ili.

**Virginia "Ginger" Fuata** is the Treasurer and a member of the Wai'anae Moku Navigators Board of Directors. She has lived on the Wai'anae Coast most of her life and is currently a Community Builder Facilitator with Lili'uokalani Trust. Ginger is active in the community, and at the state and national level as a member of the Wai'anae Coast Comprehensive Health Center, the Hawai'i Primary Care Association, and the National Association of Community Health Centers. She is a founder of Valley of Rainbows, and a co-founder of the Wai'anae High School Alumni Foundation where she has served for five years.

**Alicia Higa** is the Secretary and a member of the Wai'anae Moku Navigators Board of Directors. She is currently the Executive Director of Elepaio Social Services a subsidiary of the Wai'anae Coast Comprehensive Health Center.

**Stephanie Kawelo** is a resident of the Wai'anae Valley Hawaiian Homestead. She has lived in Wai'anae since 1960 and graduated from Wai'anae High School in 1969. She is a member of the Wai'anae Moku Navigators board of directors and a director on the Wai'anae Economic Development Council board of directors. She is currently a Moku Director on the Association of Hawaiian Civic Clubs – O'ahu Council. Stephanie retired from the Kuakini Medical Center.

**Rocky Naeole** is a director on the Wai'anae Moku Navigators Board of Directors. He is a graduate of Wai'anae High School and a distinguished veteran of the US Army. Rocky is a member of the Wai'anae Coast Rotary Club and holds a number of leadership positions in the community including the President of the Wai'anae Military-Civilian Advisory Council, Commander of the Veterans of Foreign Wars, President of the Wai'anae Coast Crime Prevention Coalition, President of Old Soldiers of Hawai'i, a board member of Hale Na'au Pono, and a member of the Royal Order of Kamehameha. Rocky lives in Makaha with his wife and has two children.

**Shar Poe** is a member of the Wai'anae Moku Navigators Board of Directors. She is currently the Chairman of the Wai'anae Coast Neighborhood Board. Shar is the Executive Director of the L.E.I. Foundation and President of Sharson Monument and Restoration Services, LLC. Shar is a lifelong resident of Wai'anae Valley.



## **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.

WMN does not currently have a facility that the organization operates from. Wai'anae farmers and their farmlands will serve as our facilities for this proposed project and related program.

## **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.

#### **Executive Leadership**

Joseph Lapilio serves as WMN's Chief Executive Officer. He is an experienced nonprofit executive and served in a number of organizations and has demonstrated experience in large projects. He holds an MPA from the University of Hawai'i at Mānoa and a B.A. in Community Development from Antioch University. Joseph will oversee the project and be responsible for contract/project management, contract and grant compliance and oversight of financial and personnel management (which are outsourced).

Nainoa Logan serves as WMN's Chief Development Officer. Nainoa holds a B.A. in Finance from Brigham Young University Hawai'i. He is Bloomberg Certified where he received a Business and Entrepreneurship Certificate and is a Level One Chartered Financial Analyst Candidate. Nainoa has more than fifteen years of experience with training and assisting businesses and entrepreneurs, most of this taking place on the Wai'anae Coast. His tasks include developing and monitoring loan policies and procedures, preparing and overseeing business development services, preparing, and overseeing financial literacy programs, assisting with grant applications and fundraising, assisting with quality controls, serving as a liaison with the community and establishing programmatic partnerships and assisting with long term planning.

#### **WMN Staffing**

Joe McGinn serves as WMN's Project Director. An expert farmer and instructor in Korean Natural Farming methods, Joe will direct the proposed program. Joe shares his knowledge with pig farmers across the state. The basic premise is that farmers can generate most, if not all, of the necessary inputs to food production onsite. Many of the inputs are made from materials that would otherwise be thrown away, such as eggshells, animal bones, and fish waste. These are mixed with ingredients that can

easily be found in any kitchen such as brown sugar, vinegar, and rice. Benefits of using the Natural Farming methods include as much as 60% lower costs to the farmer, more desirable crops, higher yield, better quality, zero waste emission, and stronger plants.

Momi Nelson serves as WMN's Administrative Director. Prior to joining WEDC, Momi was a Business Development Representative with the Dreamzbitxbit Innovators Group, LLC where she served more than 100 business clients. She is training in QuickBooks Pro and is a certified Bookkeeper, Momi is proficient with Tax Act Professional software, preparing small and corporate tax returns for clients to file electronically or manually. She provides bookkeeping services, manages our contracts, human resources and payroll administration. She assists with logistical, preparation and follow up support for administrative (agency) activities. Manages our recordkeeping, and assists the President/CEO with online, phone and written communication

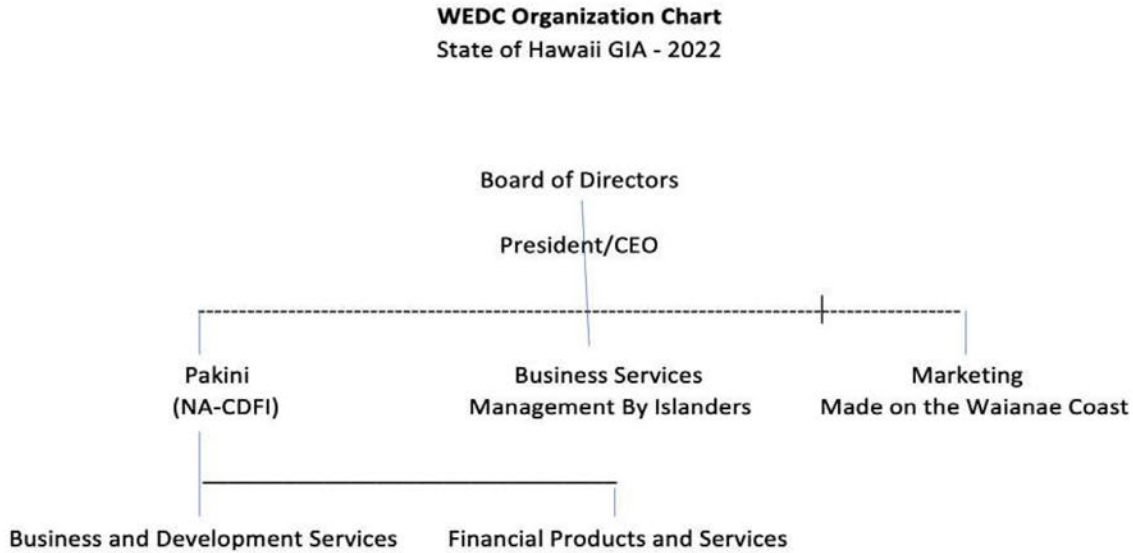
Hinano De La Cruz serves as WMN's Program Manager. She is born and raised in Wai'anae and has been involved with several community organizations from a young age including the Lili'uokalani Trust, Wai'anae Comprehensive Health Center's Behavioral Health Unit, Wai'anae Adventist Mālama Elementary School, Nānākuli Boys and Girls Club and the Wai'anae District Park. Hinano graduated with a high honors B.A. in Psychology and is now pursuing a graduate degree at the University of Hawai'i at Hilo's Clinical Mental Health Counseling program which she is on track to complete prior to FY2024.

In addition to the WMN's staff identified above, the organization will need to hire additional support staff to operate the proposed food security initiative. Staffing will include:

- Executive Director to provide executive, fiscal, and fundraising leadership for WMN;
- Community Events Coordinator to provide logistical coordination of all WMN's farm-to-table, food security summits, and community health and nutrition events; and;
- Program Assistant to provide general assistance to team members in all aspects of the organization.

## 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.



## 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.

Wai'anae Moku Navigators is a standalone nonprofit organization developed by the Wai'anae Economic Development Council (WEDC). WEDC provides executive oversight over the newly created WMN and utilizes members of its organization to perform specialized duties until WMN is able to fund and hire an executive team of its own.

The President and CEO is paid a base salary of \$150,000 per year.

The Chief Program Officer is paid a base salary of \$130,000 per year.

The Program Director - CDFI is paid a base salary of \$92,000 per year.

## **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 are no pending litigations to which Wai'anae Moku Navigators (WMN) or any of its staff are a party. There are no outstanding judgements on WMN or any of its staff.

### **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.

WMN does not hold any special qualifications, licenses, or accreditation relevant to this request.

### **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.

This grant will not be used to support or benefit a sectarian or nonsectarian private educational institution.

### **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.

If awarded funding for FY2023-24, funding from this proposal will provide financial support for Wai'anae Coast farmers, food producers, distributors and value-added agencies. WMN will provide professional services to assist our Wai'anae Coast's food producing community with transportation and distribution, marketing, collaboration, fund and program development, and long-range planning support. WMN will continue to work with our funding partners to sustain this mission critical food security initiative for the Wai'anae Coast and beyond. A list of targeted funding partners is provided in Financial Section 3.

# BUDGET REQUEST BY SOURCE OF FUNDS

Period: January 1, 2024 to December 31, 2025

Applicant: Wai'anae Moku Navigators

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
<b>A. PERSONNEL COST</b>				
1. Salaries	298,500	397,500		
2. Payroll Taxes & Assessments	0	0		
3. Fringe Benefits	98,505	229,680		
<b>TOTAL PERSONNEL COST</b>	<b>397,005</b>	<b>627,180</b>	null	null
<b>B. OTHER CURRENT EXPENSES</b>				
1. Airfare, Inter-Island	0			
2. Insurance	6,500			
3. Lease/Rental of Equipment	0			
4. Lease/Rental of Space	0			
5. Staff Training	0			
6. Supplies	0	33,000		
7. Telecommunication	0			
8. Utilities	0	6,000		
9. Program Supplies		39,000		
10. Contractors	200,000			
11. Administrative	80,000			
12.				
13.				
14.				
15.				
16.				
17.				
18.				
19.				
20.				
<b>TOTAL OTHER CURRENT EXPENSES</b>	<b>286,500</b>	<b>78,000</b>	null	null
<b>C. EQUIPMENT PURCHASES</b>	<b>80,000</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>D. MOTOR VEHICLE PURCHASES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>E. CAPITAL</b>	<b>135,000</b>	<b>0</b>	<b>0</b>	<b>159,250</b>
<b>TOTAL (A+B+C+D+E)</b>	<b>763,505</b>	<b>705,180</b>	null	null
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	483,505	Joseph Lapilio (808) 265-3975		
(b) Total Federal Funds Requested	666,180	Name (Please type or print) Phone		
(c) Total County Funds Requested	200,000	Signature of Authorized Official Date		
(d) Total Private/Other Funds Requested	250,000			
<b>TOTAL BUDGET</b>	<b>1,599,685</b>	Joseph Lapilio, CEO and Executive Director Name and Title (Please type or print)		

**BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES**

Period: January 1, 2024 to December 31, 2025

Applicant: Wai'anae Moku Navigators

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
CEO	1	\$150,000.00	15.00%	\$ 22,500.00
Chief Development Officer	1	\$130,000.00	20.00%	\$ 26,000.00
Executive Director	1	\$92,000.00	50.00%	\$ 46,000.00
Project Director (Food Security)	1	\$84,000.00	100.00%	\$ 84,000.00
Program Manager (Food Security)	1	\$72,000.00	50.00%	\$ 36,000.00
Community Events Coordinator	1	\$48,000.00	50.00%	\$ 24,000.00
Program Assistant (Food Security)	1	\$60,000.00	50.00%	\$ 30,000.00
Administrative Director	1	\$60,000.00	50.00%	\$ 30,000.00
				\$ -
				\$ -
				\$ -
				\$ -
<b>TOTAL:</b>				<b>298,500.00</b>
<b>JUSTIFICATION/COMMENTS: All WMN personnel listed above are essential employees necessary to implement, operate, and manage the proposed project.</b>				

## BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2023 to June 30, 2024

Applicant: Waianae Moku Navigators

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
20 foot insulated containers with cooling system	2.00	\$40,000.00	\$ 80,000.00	80000
			\$ -	
			\$ -	
			\$ -	
			\$ -	
<b>TOTAL:</b>	2		\$ 80,000.00	80,000

**JUSTIFICATION/COMMENTS:** Refrigerator units are needed to increase the storage capacity to hold the increased amount of food grown to feed Waianae Coast residents.

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
N/A			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
<b>TOTAL:</b>				

**JUSTIFICATION/COMMENTS:** N/A

## BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: January 1, 2024 to December 31, 2025

Applicant: Wai'anae Moku Navigators

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	0	0	0		0	0
LAND ACQUISITION	0	0	0		0	0
DESIGN	0	0	0		0	0
CONSTRUCTION	0	0	135000	159250	0	0
EQUIPMENT	0	0	0		0	0
<b>TOTAL:</b>			<b>135,000</b>	<b>159,250</b>	<b>0</b>	<b>0</b>
<b>JUSTIFICATION/COMMENTS:</b> Equipment: HVAC \$40,000; Sound Proof Glass Structures \$350,000, Audio Video \$40,000, Network System \$25,000, Tel Comm \$20,000, Fire System \$30,000 Construction: Electrical and Plumbing \$35,000, Roof and Food Safety Enclosure \$100,000						

\*\$159,250 in grant funding is being requested from the Weinberg Foundation and Atherton Foundation



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

Applicant: Wai'anae Moku Navigators

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	Wai'anae Moku Navigators has not received	Purposely	Left	Blank	-
2	any government contracts, grants, or grant				
3	in aid.				
4					
5					
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## Application Submittal Checklist

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

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



AUTHORIZED SIGNATURE

JOSEPH LAPILIO, CHIEF EXECUTIVE OFFICER

PRINT NAME AND TITLE

JANUARY 20, 2023

DATE