

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

Type of Grant Request:

X Operating

Capital

Legal Name of Requesting Organization or Individual: DbA: SoilThrive Hawaii, LLC

Amount of State Funds Requested: \$299,945

Type of Business Entity: LLC

Other FOR PROFIT

Brief Description of Request

Soil Thrive Hawaii is seeking operational funding to expand its efforts in promoting regenerative agriculture, reef-friendly landscaping and microbially enhanced reforestation projects across Hawai'i. We provide locally cultured bio-inoculants from green waste (see addendum), locally sourced organic fertilizers and non-toxic herbicides and pesticides to help individuals and organizations transition away from agricultural chemicals.

As a women-led, Native Hawaiian-founded startup, our mission is to enhance food security, support reforestation projects, and protect fragile marine ecosystems. Over the past three years, we have demonstrated that our products are both safe and effective. These locally made solutions are critical to ensuring food security, especially during shipping disruptions. By manufacturing our products locally, we create jobs while reducing dependence on imports and bolstering sustainability.

For 2025 and 2026, we are ready to scale up our production and marketing efforts to expand our reach statewide. To achieve this, we are seeking funding to support our growth and operational needs:

1. Team Expansion:

We need to hire laborers to increase the production of our Locally Cultured Microbial Inoculants, All-Natural Fertilizers, and Potting Soil Mixes. Additionally, we require a team member dedicated to community outreach and the statewide distribution of our sustainable products.

2. Marketing: We aim to develop a comprehensive marketing plan that includes creating a professional website, designing product labels and packaging, and establishing branding to enhance visibility and expand our presence across Hawaii.

3. Production and Storage Facility:

We plan to lease a 40-foot container to serve as both a production and storage facility, providing the necessary infrastructure to scale operations efficiently and meet increasing demand.

With this support, Soil Thrive Hawaii will enhance food security, provide microbial inoculants to essential reforestation projects, promote ecotourism through reef protection, and create lasting environmental, economic, and social benefits throughout Hawaii.

Amount of Other Funds Available:

State: \$ 40,000. Federal: \$

County: \$ 35,362.

Private/Other: \$ 28,000

Total amount of State Grants Received in the Past 5 Fiscal Years: \$0

Unrestricted Assets: \$146,340

Existing Service (Presently in Operation):

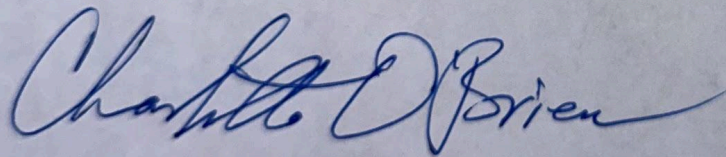
We make microbial inoculants from green waste, as well as developing locally sourced shelf stable fertilizer and supplying non-toxic herbicides and pesticides.

Contact Person for Matters Involving this Application Name:

Charlotte O'Brien Title: Managing Director

Email: char@esmaui.com

Phone: 808-344-5339



Authorized Signature

Name and Title: Charlotte O'Brien, Managing Director, Soil Thrive Hawaii

Date Signed: January 16, 2025



STATE OF HAWAII
STATE PROCUREMENT OFFICE

CERTIFICATE OF VENDOR COMPLIANCE

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

Vendor Name: SOILTHRIVE HAWAII, LLC

DBA/Trade Name: SoilThrive

Issue Date: 01/13/2025

Status: Compliant

Hawaii Tax#:
New Hawaii Tax#: GE-1117283840-01
FEIN/SSN#: XX-XXX5972
UI#: No record
DCCA FILE#: 317511

Status of Compliance for this Vendor on issue date:

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

Status Legend:

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

Applicant

Soil Thrive Hawaii, LLC

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) Hawaii Compliance Express Certificate (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

Charlotte O'Brien Charlotte O'Brien 1/16/25
AUTHORIZED SIGNATURE PRINT NAME AND TITLE DATE
Managing Director

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

The undersigned authorized representative of the applicant certifies the following:

- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, 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.

Soil Thrive Hawaii, LLC
(Typed Name of Individual or Organization)

Charlotte O'Brien 1/15/25
(Signature) (Date)

Charlotte O'Brien Managing Director
(Typed Name) (Title)



January 15, 2025

Grant-In-Aid Application FY25

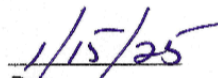
Public Purpose Statement

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

Refer to SoilThrive Hawaii LLC application, which 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
- (5) The cost of the grant and the budget


Charlotte O'Brien, Managing Director


Date

Background and Summary

1. A brief description of the applicant's background

SoilThrive Hawai'i™: Restoring Hawai'i's Ecosystems and Advancing Sustainability

SoilThrive Hawai'i™ is a women-led, innovative startup founded by three professionals—one of whom is Native Hawaiian—committed to fostering food security, regenerative agriculture, reforestation, and reef-friendly landscaping solutions.

Hawai'i's Environmental Challenges

Decades of chemical-intensive agriculture and landscaping have severely impacted Hawai'i's ecosystems, causing soil depletion, water contamination, and reef damage. Over 50% of Hawai'i's nearshore reefs have been harmed by agricultural runoff, threatening marine biodiversity and the state's \$18 billion eco-tourism industry.

Until now, eco-friendly options for land managers have been limited, but today, we offer simple, effective, and affordable solutions that make sustainable land management accessible to all.

Our Mission

We aim to enhance food security, protect marine ecosystems, assist reforestation efforts with powerful microbial inoculants and thereby help to stabilize Hawai'i's rain cycles.

Our Solutions

✓ Locally Made Indigenous Microbial Inoculants

We transform green waste into regionally adapted microbial inoculants that improve soil health, nutrient availability, drought tolerance, and biodiversity. Featuring a high fungal-to-bacterial ratio and quorum sensing abilities, these inoculants are essential for rebuilding degraded soils, supporting reforestation efforts, and preparing for climatic adversity.

✓ Non-Toxic Herbicides and Pesticides

We sell the world's most effective non-toxic herbicides and pesticides, providing safe alternatives to harmful chemicals. Designed for public spaces and near waterways, these products promote eco-friendly land management.

✓ All-Natural Bio-Fertilizers and Potting Soil

Using 95% locally derived materials, we create bio-fertilizers and potting soils that reduce dependence on imports, minimize synthetic fertilizer runoff, lower carbon emissions, and support Hawai'i's agricultural economy.

✓ Integrated Land Management Consultation

We intend to host workshops to train farmers, landscapers, and public agencies

in sustainable practices, fostering eco-friendly approaches to land management.

Strategic Growth & Future Plans

SoilThrive Hawai'i™ is positioned for significant growth, with the following priorities:

2025-2026

- ① **Scaling Production Capacity:** Develop and expand the production of our All-Natural Bio-Fertilizers and Potting Soil.
- ② **Increasing Microbial Inoculant Production** Repurposing green waste to scale up production of microbial inoculants and potting soil for agriculture and reforestation.
- ③ **Expanding Selection of Eco-Friendly Pest Control Solutions**
- ④ **Increasing Community Awareness of these products and practices**
Hosting workshops, online training and online videos to empower stakeholders with sustainable land management practices.

Partnerships & Community Impact

Our success is built on partnerships with organizations such as:

- ✓ County of Maui – Office of Economic Development, Environmental Management, Parks & Recreation, and Department of Agriculture.
- ✓ State of Hawai'i – Department of Agriculture.
- ✓ Maui Nui Marine Resource Council.
- ✓ Maui Tourism Authority.
- ✓ Maui Gold Pineapple, Maui Farmers Network, and Food Security Hawai'i.
- ✓ Atherton Foundation.

These collaborations have enabled us to refine our solutions over the past three years. With additional funding, we are ready to scale operations and expand our statewide impact, promoting long-term sustainability and resilience for Hawai'i's environment.

2. The goals and objectives related to the request;

Goals

1. **Enhance Food Security in Hawai'i**
Develop and implement sustainable, scalable solutions to improve agricultural productivity, while helping to stabilize the rain cycles and resilience across the Hawaiian Islands, ensuring long-term food security.
 2. **Create Innovative Potting Soils**
Design and produce potting soils capable of supporting high-density crops growth in shade houses, similar to practices at Hawai'i's latitude in Mexico and in greenhouses in The Netherlands.
 3. **Promote Sustainable Land Management**
Source and supply non-toxic herbicides and pesticides to Hawaii's resorts, landscapers, schools and farmers to protect Hawaii's natural resources.
 4. **Scale Locally Sourced Agricultural Innovations**
Expand the production and distribution of microbial inoculants, fertilizers, and potting soils made from locally sourced materials to reduce reliance on imports and support local agriculture.
 5. **Educate and Engage the Community**
Enhance community awareness of sustainable agricultural practices and land management solutions through targeted educational outreach and engagement initiatives.
 6. **Strengthen Operational Capacity**
Build infrastructure, expand skilled personnel, and optimize production processes to support SoilThrive Hawai'i's growing impact.
-

Objectives

1. **Expand Microbial Inoculant Production**
 - o Scale up the number of static bio-reactors.
 - o Enhance forced-air systems to improve production efficiency.
 - o Leverage new equipment (recently funded by The Atherton Foundation and County of Maui), including tractors and turners, to boost output.
2. **Promote Soil Health and Food Security**
 - o Develop products to metabolize residual glyphosate, improving soil health and food production.
 - o Create microbial inoculants to restore soil biology, enabling soil water storage, nutrient cycling, and drought resilience.
 - o Produce advanced potting soils inspired by agricultural innovations from The Netherlands and Mexico to intensify local food production.
3. **Market and Scale Locally Sourced Products**
 - o Increase production and statewide distribution of fertilizers and potting soils made from local materials to reduce dependency on imports.

- Focus on scaling microbial inoculants to advance sustainable agriculture across Hawai'i.
 - 4. **Distribute Eco-Friendly Pest and Weed Management Solutions**
 - Develop and distribute non-toxic solutions for pest and weed control, prioritizing safety for schools, public spaces, and waterways.
 - Replace harmful chemicals with sustainable alternatives while providing educational resources for effective use.
 - 5. **Strengthen Team and Infrastructure**
 - Recruit skilled staff to expand production, educational outreach, and community engagement efforts.
 - Enhance statewide distribution channels to maximize the accessibility and impact of products.
 - 6. **Educate the Community**
 - Increase outreach efforts to promote awareness of sustainable land management and agriculture.
 - Partner with local organizations, schools, and government entities to advocate for eco-friendly agricultural practices.
 - 7. **Foster Collaboration and Innovation**
 - Collaborate with partners such as Food Security Hawai'i and Maui County to co-develop and implement innovative agricultural solutions.
 - Continuously adopt and integrate cutting-edge technologies to strengthen local agriculture and food production.
-

Alignment with Mission

These goals and objectives align with SoilThrive Hawai'i's mission to:

- Restore soil health,
- Reduce chemical dependency,
- Protect Hawai'i's marine ecosystems,
- Strengthen the local economy, and
- Foster a sustainable, food-secure future for Hawai'i.

- Help restore Hawaii's rain cycles

3. The public purpose and need to be served;

SoilThrive Hawai'i™ addresses Hawai'i's urgent need for food security and environmental resilience. By locally producing microbial inoculants, organic fertilizers, and certified non-toxic herbicides and pesticides, we tackle the

agricultural and environmental challenges unique to the islands. Our solutions focus on food security and rain cycle stabilization while restoring soil health, reducing chemical dependency, and promoting sustainable practices statewide.

Integrated Solutions for Hawai'i

We have developed a comprehensive system that includes:

1. **Chemical Residue Neutralization:** Products that detoxify harmful agricultural chemical residues.
2. **Soil Microbial Inoculants:** Locally made solutions that rebuild essential soil biological communities and enhance resilience to climatic challenges.
3. **Locally Produced Fertilizers and Composts:** Sustainable alternatives that nurture plant health and reduce reliance on imports.
4. **Potting Soils and Grow Systems:** High-quality products designed to improve efficiency and agricultural worker comfort in food production.
5. **Non-Toxic Pest and Weed Management:** Eco-friendly solutions that protect ecosystems and public health.

Scaling the production of microbial inoculants is central to our mission, as they are critical for:

- **Water Storage:** Increasing soil water-holding capacity.
- **Nutrient Release:** Unlocking tightly bound nutrients in soil particles.
- **Drought Tolerance:** Enhancing water transport during dry conditions.
- **Nitrogen Fixation:** Reducing reliance on synthetic nitrogen fertilizers by converting atmospheric nitrogen into soil nutrients.
- **Quorum Sensing:** Responding with a coordinated effort to pests and climatic challenges.

During this grant period, we will focus on statewide wholesale product distribution to maximize impact while maintaining low operational costs. This approach enables us to gather user feedback and refine our products before expanding staff and services.

Food Security for Hawai'i

Our primary goal is to ensure food security by making food production accessible and sustainable for gardens, farms, and commercial greenhouses. Key initiatives include:

- Developing locally made organic fertilizers to reduce import dependency.
- Providing products to neutralize residual glyphosate and other chemicals, mitigating their impacts on food production.

- Producing potting soils that enable Hawai'i to adopt advanced grow systems modeled after successes in The Netherlands and Mexico.
- Addressing agricultural challenges like whitefly infestations, parasitic nematodes, and invasive weeds through partnerships, including our collaboration with the County of Maui.
- Testing organically certified pesticides to combat invasive pests, such as the Coconut Rhinoceros Beetle.

Our Commitment

As founding board members of Food Security Hawai'i Nonprofit, in 2010, we are deeply committed to advancing sustainable agriculture and food systems in the islands. Achieving food security requires a systemic approach—addressing chemical residues, strengthening soil biology, and equipping Hawai'i's farmers and gardeners with the tools needed to thrive.

SoilThrive Hawai'i™ is dedicated to building a resilient, self-sustaining food system while preserving the islands' natural resources and ecosystems for future generations. We are seeking support from the Hawaii State Grant in Aid because we believe that through innovative solutions and community collaboration, we are driving Hawai'i toward a healthier, more sustainable future.

4. Describe the target population to be served; and

Target Population to Be Served

- **Farmers and Agricultural Producers:** Local farmers, both small- and large-scale, seeking sustainable solutions to enhance soil health, boost crop yields, and reduce dependency on synthetic fertilizers.
- **Reforestation Projects:** Organizations involved in reforestation and restoration initiatives statewide. SoilThrive Hawai'i™ provides microbial inoculants that significantly improve tree and cover crop viability, even in challenging environments.
- **High-Density Shade House Food Production:** By adopting techniques inspired by Dutch and Mexican innovators, SoilThrive Hawai'i™ will support intensive food production efforts, making a meaningful impact on Hawai'i's food security.
- **Eco-conscious Land Managers and Landscapers:** Professionals managing public and private landscapes, including resorts, parks, schools, and golf courses, who require sustainable alternatives for soil fertility and pest management.
- **Agricultural and Environmental Researchers:** Scientists and organizations focused on advancing soil health, sustainable agriculture,

and ecological restoration, who will benefit from regionally adapted microbial inoculants and eco-friendly products.

- **Local Communities and Educational Institutions:** Schools, community groups, and the general public who will have access to educational programs, workshops, and resources on regenerative agriculture and environmental sustainability.
- **Hawaiian Ecosystems and Natural Resources:** Native plant species, wildlife, and soil environments across the islands, which will thrive through restoration efforts and the implementation of sustainable land management practices.

5. Describe the geographic coverage.

SoilThrive Hawaii, LLC offers products that are available to be distributed statewide where there are populated areas.

III. Service Summary and Outcomes

The Service Summary shall include a detailed discussion of the applicant's approach to the request. The applicant shall clearly and concisely specify the results, outcomes, and measures of effectiveness from this request. The applicant shall:

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

The three principals of Soil Thrive Hawaii are highly trained experts in their respective fields and do not require further training. However, we are seeking support to cover salaries during this critical start-up phase. We believe this request is justified by the significant benefits our work will bring to ecosystem restoration and food security.

To achieve our goals, we also need skilled labor to assist with production, packaging, and distribution. Working alongside us allows for efficient oversight and guidance to ensure quality and alignment with our mission.

Our proposed team for the year 2026 includes:

1. Sales and Distribution Director
2. Operations Director
3. Marketing Director
4. Marketing Assistant

5. 2.5 Full-time laborers

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

Projected Annual Timeline

The following timeline outlines the key activities and milestones for achieving the desired outcomes over the course of the grant period:

1. Quarter 1: Foundation and Initial Output

- Begin maximizing production of microbial inoculants, and fertilizer blends to build initial stock.
- Develop and refine marketing materials to educate potential end users.
- Initiate outreach to key groups, individuals, and organizations to promote awareness of the products' value.

2. Quarter 2: Expansion and Awareness Building

- Continue scaling production to meet projected demand.
- Intensify educational efforts by distributing marketing materials and conducting informational sessions.
- Establish partnerships with organizations and community groups to broaden reach.

3. Quarter 3: Increased Adoption and Stockpile Readiness

- Monitor and assess sales growth to align production with increasing demand.
- Focus on maintaining a sufficient stockpile of microbial inoculants and specialty fertilizers to support anticipated expansion of use.
- Gather and analyze user feedback to refine marketing and production strategies.

4. Quarter 4: Scaling and Strategic Preparation

- Achieve maximum production capacity to ensure readiness for broader adoption.
- Solidify relationships with user groups and organizations for sustained product use.
- Evaluate the year's progress, incorporating lessons learned into plans for continued growth.
- Carry stockpile into the next year

By focusing on simultaneous production, education, and user procurement, this timeline ensures that the program can meet the expanding needs of its target

audience while effectively promoting the value of its offerings.

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

Quality Assurance and Evaluation Plans

The applicant's quality assurance and evaluation plans aim to monitor, evaluate, and improve results continuously. Specific actions include:

- 1. Monitoring and Evaluation of STH Inoculants**
 - Weekly testing and recording of moisture content and temperature.
 - Periodic assessment of the bacterial-to-fungi ratio as appropriate.
- 2. Testing of Non-Toxic Herbicides and Pesticides**
 - Continuous testing for product effectiveness and adaptability to Hawaii's conditions.
 - Verification and photographic documentation of results, which are also utilized in marketing materials.
- 3. Experiments with Locally Sourced Fertilizers**
 - Systematic experimentation to assess fertilizer effectiveness.
 - Recording and analysis of results to enhance product performance and application methods.

These quality assurance measures ensure that products meet high standards of effectiveness and adaptability, aligning with the program's goals and the needs of the local community.

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

Measures of Effectiveness

The following measures of effectiveness will be reported to the State agency through which grant funds are appropriated (the expending agency). These measures will provide a standard and objective framework for the State to assess the program's achievements or accomplishments. Please note that if the level of appropriation differs from the amount included in this application, the measures of effectiveness will need to be revised and transmitted to the expending agency accordingly.

At the beginning of each quarter, STH will conduct an inventory and report the following:

- 1. Production and Sales of Microbial Inoculants**
 - Number of pounds of finished products sold.
 - Measurement of cultures in process, including volume and age of maturity.
- 2. Production and Sale of Dry Fertilizer**
 - Total weight of fertilizer sold (in pounds).
- 3. Production and Sale of Potting Soil**
 - Total volume of potting soil sold.
- 4. Sales of Non-Toxic Herbicides and Pesticides**
 - Quantity and type of non-toxic herbicides and pesticides sold.

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](#)) Not applicable
 - e. Government contracts, grants, and grants in aid ([Link](#))

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2025 to June 30, 2026

Applicant: SoilThrive Hawaii, LLC

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	234,600			156,400
2. Payroll Taxes & Assessments	22,545			15,017
3. Fringe Benefits				
TOTAL PERSONNEL COST	257,145			171,417
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	0			1,200
2. Insurance	0			5,000
3. Lease/Rental of Equipment	4,800			
4. Lease/Rental of Space	0			4,000
5. Staff Training	0			2,000
6. Supplies	3,000			3,000
7. Telecommunication	3,000			3,000
8. Utilities	0			1,800
9. Educational Materials	15,000			15,000
10. Taxes and Accounting	8,000			7,000
12. Marketing Budget	9,000			6,000
13				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	42,800			48,000
C. EQUIPMENT PURCHASES				
D. MOTOR VEHICLE PURCHASES				

E. CAPITAL				
TOTAL (A+B+C+D+E)	299,945			219,417
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	302,945			
(b) Total Federal Funds Requested	0	Name (Please type or print)	Phone	
(c) Total County Funds Requested	0			
(d) Total Private/Other Funds Requested	225,417	Signature of Authorized Official	Date	
TOTAL BUDGET	528,362	Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2025 to June 30, 2026

Soil Thrive Hawai'i, LLC

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Sales and Distribution Director	1	\$87,516.00	60.00%	\$ 52,509.60
Operations Director	1	\$87,516.00	60.00%	\$ 52,509.60
Marketing Director	0.4	\$39,384.00	60.00%	\$ 23,630.40
Marketing Assistant	1	\$54,700.00	60.00%	\$ 32,820.00
Labor	1	\$63,778.00	60.00%	\$ 38,266.80
Labor	1	\$63,778.00	60.00%	\$ 38,266.80
Labor	0.5	\$31,890.00	60.00%	\$ 19,134.00
TOTAL:				257,137.20
JUSTIFICATION/COMMENTS:				

SoilThrive Hawai'i, LLC

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Leasing of a 40 ft container for storage	1.00	\$4,800.00	\$ 4,800.00	4800
TOTAL:	1		\$ 4,800.00	4,800

JUSTIFICATION/COMMENTS:

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

JUSTIFICATION/COMMENTS:

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.

NOT APPLICABLE

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 2026 for program funding.

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: SoilThrive Hawaii, LLC

Contracts Total: 365,587

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	Regenerative Tourism/Reef-Friendly Landscaping	FY23	HI Tourism/Maui Cty	Maui County	40,000
2	Regenerative Tourism/Reef-Friendly Landscaping	FY24	HI Tourism/Maui Cty	Maui County	39,000
3	From Dirt to Soil: Turning Green Waste to Beneficial Microbes	FY24	EP&S / Recycling	Maui County	133,000
4	Rapid Response, Prevention/Treatment (CRB Green Waste Mgmt)	FY24	Dept of Ag	State Hawai'i	40,000
5	Compost and Biologically Complete Soil Amendments	FY24	Dept of Ag	Maui County	37,500
6	Reef Friendly Landscaping Mgmt Plan for County Public Lands	FY25	Parks and Rec	Maui County	15,000
7	Reef Friendly Landscaping on Maui Gold Farm	FY24		Maui County	40,725
8	Reef Friendly Landscaping on Maui Gold Farm	FY25		Maui County	20,362

6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2024. \$146,340

V. Experience and Capability

1. Necessary Skills and Experience

SoilThrive Hawai'i has the necessary skills and experience to accomplish the request.

All three partners of SoilThrive Hawai'i have been self-employed and founding members of various businesses and non-profits related to food security, regenerative agriculture, environmental protection, organic weed control, and health and wellness.

Below is a short list of skills, abilities, knowledge and experience relating to the request in this grant in aid.

Charlotte O'Brien - Currently Managing Director of SoilThrive Hawaii, LLC. Founding Member and Exec. Director of Food Security Hawaii, a 501(C) 3. Char

holds a Bachelor of Science in Agronomy with high honors from Michigan State University, with an additional 3 years of agricultural technical training in Denmark, Norway and Austria with dairy cattle, sheep, hogs, apples and grain and forage crops. She farmed organically for 23 years - specializing in feed crops and breeding high genetic dairy cattle and supplying commercial heifers to the large dairies of the South. Char was COO and VP of Innovation for Bamboo Technologies, Inc. a Maui company with a factory in Vietnam. She played a vital role in acquiring the ICC certification of bamboo as a building material and initiating the development of bamboo plywood in China. In 2008 Char founded Carbon Drawdown Solutions and committed to the Regenerative Agricultural Movement <http://www.carbon-drawdown.com/about.html>

Susan Teton Campbell

A trailblazer in the regenerative farming and food movement, Susan Teton Campbell has dedicated over 20 years as a Maui resident and entrepreneur to advancing sustainable agriculture and food security. She is the bestselling author of the award-winning book *The Healthy School Lunch Action Guide* and the producer of *Essential Cuisine*, a nutrition education series with over a million views worldwide.

With a unique background in the finance industry, Susan transitioned to Maui to focus on policy and grassroots initiatives supporting regenerative farming and food security. Her contributions include serving as a board member for several influential organizations, and employee of Hawaii based companies. :

- **Maui Food Technology Center:** Assisting artisans with product labeling, packaging, and marketing.
- **Hawaii Farmers Union:** Promoting sustainable agricultural practices.
- **Maui Tomorrow:** Advocating for environmental sustainability.
- **Food Security Hawaii:** Addressing food resilience.
- **Pacific BioDiesel,** Marketing Assistant Maiden Hawaii Naturals

As a producer, Susan organized Maui's largest educational outreach conference, *Food Security in a Climate Change Era*, attended by over 350 participants and supported by 12 nonprofit organizations. In 2014, she also co-produced the highly successful three-day *Hemp Is Hope* conference.

Susan's expertise in organizational strategy, branding, and marketing has helped local organizations, products, and educational initiatives achieve their goals and broaden their impact.

Robin Leimomi Proctor is a dedicated and passionate individual with a strong problem-solving mindset, believing that "if there is a will, there is a way." With 13

years of experience working for the US Forest Service, Robin served as a biological technician in Fisheries and later as the Natural Resources Education Program Manager, Volunteer Coordinator, and Office Manager.

In addition to her environmental work, Robin is an accomplished entrepreneur with 30 years of experience. For 25 years, she was a self-taught, award-winning professional wedding and event photographer in Aspen, CO. She also founded Aspen Wedding Guide, a networking and marketing platform for wedding professionals and venues, which included a printed guide with paid ads and a robust online presence.

After retiring from the wedding industry, Robin pivoted to environmental protection by founding Weedsteam Hawai'i, a company that provides organic weed control services and machine sales to land managers, including counties and schools.

Her commitment to sustainability and food security led her to join the board of Food Security Hawai'i nonprofit, where she met Charlotte and Susan. Their shared passion for soil health and food security ultimately led to the creation of SoilThrive Hawai'i LLC.

- Extensive experience in logistics, sales, and product distribution, from event planning, sales packages and machine sales and distribution.
- Strong leadership skills with the ability to manage and motivate a team
- Experience in developing sales strategies and building partnerships with clients across various sectors.
- Knowledge of local and statewide distribution channels in Hawai'i, particularly in the agricultural and environmental sectors.
- Ability to coordinate the flow of products and services, ensuring that timelines and customer expectations are met.

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.

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: _SoilThrive Hawaii, LLC_

Contracts Total: 365,587

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	Regenerative Tourism/Reef-Friendly Landscaping	FY23	HI Tourism/Maui Cty	Maui County	40,000
2	Regenerative Tourism/Reef-Friendly Landscaping	FY24	HI Tourism/Maui Cty	Maui County	39,000
3	From Dirt to Soil: Turning Green Waste to Beneficial Microbes	FY24	EP&S / Recycling	Maui County	133,000
4	Rapid Response, Prevention/Treatment (CRB Green Waste Mgmt)	FY24	Dept of Ag	State Hawai'i	40,000
5	Compost and Biologically Complete Soil Amendments	FY24	Dept of Ag	Maui County	37,500
6	Reef Friendly Landscaping Mgmt Plan for County Public Lands	FY25	Parks and Rec	Maui County	15,000
7	Reef Friendly Landscaping on Maui Gold Farm	FY24		Maui County	40,725
8	Reef Friendly Landscaping on Maui Gold Farm	FY25		Maui County	20,362

2. Facilities

Facilities are adequate in relation to the request.

We are leasing a greenhouse, shed and 1 acre of farm land that can easily be increased as we need it. The location of our parcel is surrounded by other active farms. The location is in town, is flat, easy gravel road, has everything we need including water, spigots, irrigation, 2 sided shed equipped with sink, water and counters. Land is irrigated with clean, unchlorinated mountain water.

We also have a 24x48 greenhouse where our soil inoculants are produced.

Compost and potting soil will be made on this land as well.

The requested 40' container will be placed next to the greenhouse.

VI. Personnel: Project Organization and Staffing

1. Proposed Staffing, Staff Qualifications, Supervision and Training

For the position of **Operations Director**, Charlotte O'Brien will fill this position.

For the position of **Sales and Distribution Director**, Robin Leimomi Proctor will fill this position.

For the position of **Marketing Director**, Susan Teton Campbell will fill this position.

For the position of **Operations Manager**, the proposed staffing pattern will involve hiring a dedicated individual responsible for overseeing daily operations, ensuring that all processes related to production, inventory management, quality control, and logistics run smoothly. The Operations Manager will be key in supporting the scaling of production and maintaining the efficiency of our operational systems as we expand statewide.

Proposed Service Capacity:

The Operations Manager will be responsible for managing the entire production cycle of our products, from manufacturing microbial inoculants and fertilizers to packaging and delivery. They will oversee the operational efficiency of our facilities, ensuring that we meet production targets and quality standards while maintaining sustainable practices. This role will involve close coordination with the Sales and Distribution team to ensure that production levels align with sales forecasts and market demand.

Qualifications and Experience of Personnel:

The candidate for the Operations Manager position will have extensive experience in managing operations within a manufacturing, agricultural, or environmentally sustainable setting. Key qualifications will include:

- Strong background in operations management, logistics, and supply chain processes.
- Proven experience in overseeing production lines, managing inventories, and optimizing operational workflows.
- Knowledge of sustainable farming practices, organic product manufacturing, or similar industries.
- Experience with staff management, training, and supervising team members in a fast-paced environment.
- Strong problem-solving skills and the ability to adapt to changing operational needs while maintaining quality standards.

Supervision, Training, and Administrative Direction:

The Operations Manager will be responsible for supervising and coordinating the daily activities of production and facility staff. Key responsibilities will include:

- Leading and training a team to ensure efficient production of all products, including microbial inoculants, fertilizers, and potting mixes.
- Monitoring inventory levels and ensuring that products are manufactured and stored in accordance with company standards and sustainability practices.
- Managing facility operations to ensure compliance with safety, environmental, and regulatory requirements.
- Implementing and maintaining operational processes and systems to maximize productivity and minimize waste.

- Coordinating with the Sales and Distribution Director to ensure that production meets the demands of the distribution network and that products are shipped on time.

With a strong Operations Manager in place, we will have the leadership needed to ensure that all operational aspects of the business are streamlined, efficient, and scalable, allowing us to meet the increasing demand for our products and services.

For the **Marketing Assistant** position, we propose hiring an individual to support the Marketing Director in executing campaigns, managing communications, and maintaining brand consistency. This role will focus on tasks like content creation, social media management, event coordination, and tracking marketing performance.

Service Capacity:

The Marketing Assistant will assist with social media, content creation, email campaigns, and promotional materials. They will help ensure that marketing efforts run smoothly and support the growth and visibility of our sustainable products statewide.

Qualifications and Experience:

The ideal candidate will have experience in marketing, communications, or related fields, with skills in social media, content creation, and basic graphic design. Key qualifications include:

- Strong communication skills and content creation ability.
- Familiarity with social media platforms and marketing tools.
- Organizational skills and attention to detail.
- Experience with marketing analytics is a plus.

Supervision and Training:

The Marketing Assistant will be supervised by the Marketing Director, assisting with content creation, social media updates, event coordination, and reporting on campaign effectiveness. They will also provide general administrative support to ensure marketing tasks are completed efficiently.

This role will help streamline marketing efforts, support brand messaging, and enhance community engagement to expand SoilThrive Hawai'i™'s reach.

For the position of **General Laborer**, the proposed staffing pattern includes hiring an individual to support day-to-day operations on-site, including tasks related to production, facility maintenance, and product packaging. The laborer will play a key role in ensuring that all operational functions run efficiently and according to

established standards.

Service Capacity:

The General Laborer will assist with a variety of tasks, including soil mixing, packaging of fertilizers and inoculants, maintaining the cleanliness of the facilities, assisting in greenhouse and shed operations, and supporting production processes. The laborer will ensure that the production area is organized and meets health and safety standards.

Qualifications and Experience:

The ideal candidate will have experience in physical labor, preferably in agricultural or manufacturing settings. Key qualifications include:

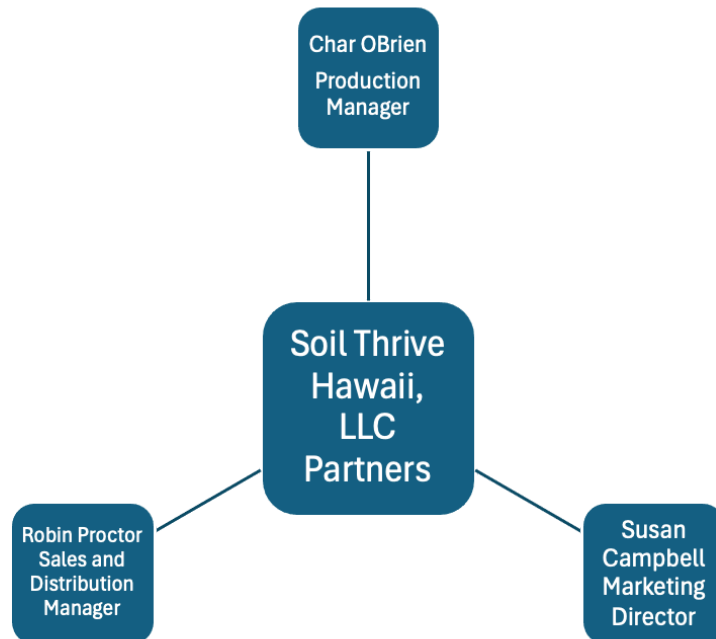
- Ability to perform manual labor tasks, including lifting, mixing, and handling materials.
- Familiarity with sustainable farming practices or environmental work is a plus.
- Strong work ethic, reliability, and attention to detail.
- Ability to work as part of a team and follow instructions.

Supervision and Training:

The General Laborer will be supervised by the Operations Manager, with clear expectations for task completion. Responsibilities will include assisting with daily production tasks, maintaining the workspace, and following safety protocols. On-the-job training will be provided to ensure familiarity with specific tasks and equipment.

This role is essential to maintaining smooth operations and contributing to the production and distribution of SoilThrive Hawai'i™'s sustainable products.

2. Organization Chart



Position of Staff and Line of Responsibility/Supervision for Charlotte O'Brien (Managing Director), Robin Leimomi Proctor (Sales and Distribution Director), and Susan Teton Campbell (Marketing Director)

SoilThrive Hawai'i™ has a clear and effective organizational structure that fosters collaboration, accountability, and effective decision-making. The key leadership positions—Charlotte O'Brien as Managing Director, Robin Leimomi Proctor as Sales and Distribution Director, and Susan Teton Campbell as Marketing Director—each oversee distinct areas of the company's operations, ensuring smooth execution of the company's mission and goals.

Staff Position and Lines of Responsibility/Supervision:

1. Charlotte O'Brien – Managing Director

- **Responsibilities:** As Managing Director, Charlotte oversees the overall operations and strategic direction of SoilThrive Hawai'i™. She is responsible for managing the leadership team, allocating resources, and ensuring alignment with the company's mission of promoting sustainability and food security. She is Project Manager on certain grants. She is lead

on quality control for Soil Inoculant and Fertilizer Production. She works closely with the Partners; Robin Leimomi Proctor (Sales and Distribution Director), and Susan Teton Campbell (Marketing Director), as well as the Operations Manager, and Community Outreach Team.

- **Reports to:** Sales and Distribution Director (Robin Leimomi Proctor)
- **Supervises:** Operations Director

2. **Robin Leimomi Proctor – Sales and Distribution Director**

- **Responsibilities:** Robin leads the sales and distribution efforts for SoilThrive Hawai'i™'s products. She is responsible for developing and managing relationships with customers, distributors, and retailers. Robin also works on ensuring that products are available statewide and that sustainable practices are promoted within the supply chain.
- **Supervises:** Sales team, distribution staff, and logistics.
- **Reports to:** Charlotte O'Brien (Managing Director).

3. **Susan Teton Campbell – Marketing Director**

- **Responsibilities:** Susan is responsible for developing and executing the marketing strategy for SoilThrive Hawai'i™. She works on branding, public relations, digital marketing, and all efforts that promote the company's products and services. Susan ensures that marketing efforts align with SoilThrive Hawai'i™'s mission of sustainability and eco-friendly practices.
- **Supervises:** Marketing and communications team.
- **Reports to:** Charlotte O'Brien (Managing Director).

4. **Operations Director**

- **Responsibilities:** The Operations Director oversees production, quality control, and day-to-day activities at the company's facility. This role ensures that all products are produced in compliance with sustainability standards and that resources are allocated efficiently for production.
- **Reports to:** Charlotte O'Brien (Managing Director).

Organization Chart for Charlotte O'Brien (Managing Director), Robin Leimomi Proctor (Sales and Distribution Director), and Susan Teton Campbell (Marketing Director)

In this structure:

- **Charlotte O'Brien** as Managing Director supervises the entire operations of SoilThrive Hawai'i™ while ensuring that the organization's goals are met

effectively. She manages Robin Leimomi Proctor (Sales and Distribution Director), Susan Teton Campbell (Marketing Director), and the Operations Manager, who execute their respective duties in production, sales, and marketing.

- **Robin Leimomi Proctor** oversees the sales and distribution efforts and ensures that SoilThrive Hawai'i™'s products reach customers while fostering sustainable practices.
- **Susan Teton Campbell** leads the marketing department and handles all activities related to promoting the company's vision and mission, ensuring that the marketing strategy aligns with the overall goal of promoting sustainable land management practices.
- **Operations Manager** focuses on the day-to-day management of production, ensuring that operations run smoothly and products meet quality and sustainability standards.

This organization structure allows for clear responsibilities, effective communication, and alignment with the company's strategic goals.

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.

Annual Salary Range paid by SoilThrive to the three highest positions:

Managing Director \$87,516.00, Sales and Distribution Director \$87,516.00
and Full time labor \$63,778.00.

VII. Other

1. Litigation

The applicant shall disclose any pending litigation to which they are a party, including the disclosure of any outstanding judgement. If applicable, please explain. NOT APPLICABLE

2. Licensure or Accreditation

The applicant shall specify any special qualifications, including but not limited to licensure or accreditation that the applicant possesses

relevant to this request. Agronomist and Soil Food Web Graduate

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

Sustainability Plan After Fiscal Year 2026

SoilThrive Hawai'i™ is committed to achieving long-term financial sustainability and operational success beyond fiscal year 2026. If grant funding is received for fiscal year 2026 but not thereafter, the organization will implement the following strategies to sustain its activities:

Revenue Diversification

1. Increased Product Sales:

- Expand the production and distribution of SoilThrive Hawai'i™ products, including Indigenous Microbial Inoculants, All-Natural Fertilizers, Potting Soil, and Non-Toxic Herbicides and Pesticides.
- Target new markets such as resorts, golf courses, schools, government agencies, and private land managers to drive revenue growth.

2. Subscription and Membership Programs:

- Launch subscription-based sales for microbial inoculants and fertilizers to create a steady revenue stream from recurring customers.

3. Workshops and Training Programs:

- Continue offering fee-based educational workshops and training sessions for farmers, landscapers, and public agencies on sustainable land management practices.

4. Service Expansion:

- Introduce consulting services for reforestation projects, eco-friendly land management, and soil health improvement, catering to clients across Hawai'i.
-

Cost-Optimization Measures

- 1. Increased Efficiency in Production:**
 - Invest in machinery and processes during the grant period to streamline production, reduce costs, and increase output.
 - Optimize packaging and logistics to minimize waste and transportation expenses.
 - 2. Collaborations and Partnerships:**
 - Strengthen existing partnerships with local governments, nonprofits, and agricultural organizations to access shared resources and reduce operational costs.
-

Community and Stakeholder Engagement

- 1. Local Support:**
 - Build stronger relationships with community stakeholders, including local farmers, schools, and public agencies, to establish SoilThrive Hawai'i™ as a trusted provider of sustainable products and services.
 - Utilize these relationships to secure commitments and agreements for long-term product and service usage.
 - 2. Grant and Funding Opportunities:**
 - Leverage the success achieved during fiscal year 2026 to pursue other grant opportunities, including state, federal, and private sector funding.
 - Seek sponsorships from businesses aligned with sustainability and environmental preservation values.
-

Marketing and Brand Building

- 1. Enhanced Brand Visibility:**
 - Use the marketing foundation established during fiscal year 2026 (e.g., website, branding, and product labels) to continue raising awareness of SoilThrive Hawai'i™'s mission and products.
 - 2. Customer Loyalty and Advocacy:**
 - Cultivate strong relationships with customers to encourage repeat purchases and referrals, creating a loyal customer base that drives long-term revenue.
-

Summary

SoilThrive Hawai'i™ will leverage grant funding in fiscal year 2026 to establish a strong operational foundation, enhance its production and marketing capabilities, and diversify its revenue streams. These strategies, combined with partnerships and a commitment to efficiency, will ensure that the organization can sustain its activities and continue contributing to Hawai'i's environmental and agricultural resilience beyond 2026.

Addendum

To clarify, the distinction between **microbial inoculants** and **compost** lies in their purpose, composition, and functionality:

Compost

- **Purpose:** Compost is primarily used as a soil amendment to enrich soil with nutrients. It provides the decomposed organic matter necessary for plant growth.
- **Process:** Composting breaks down green waste (like dead plants) into its fundamental parts (carbon, nitrogen, etc.) through microbial activity.
- **Outcome:** The result is nutrient-rich organic material that enhances soil structure and fertility. However, it lacks advanced biological functions like quorum sensing.

Microbial Inoculants

- **Purpose:** Microbial inoculants are designed to introduce or enhance beneficial microorganisms in the soil to perform specific ecological functions, such as nitrogen fixation, nutrient cycling, or pathogen suppression.
- **Process:** These inoculants involve cultivating dynamic, diverse microbial communities. During this process, the "Intelligence of Nature" evolves the inoculant into its most bio-diverse and ecologically optimized state, tailored for the ecosystem it is meant to support.
- **Outcome:** Unlike compost, microbial inoculants possess **quorum sensing** abilities—a form of microbial communication that allows the microorganisms to coordinate their activities and adapt effectively to environmental conditions.

Key Difference

- Compost is a passive amendment, adding organic material and nutrients to the soil.
- Microbial inoculants actively enhance soil health and resilience through targeted

ecological and biological processes, including advanced microbial communication.



Jill Wirt
Program Director
Maui Nui Marine Resource Council
PO BOX 331204, KAHULUI, HI 96733
jill@mauireefs.org
16 January 2025

Grant Review Committee
Hawai'i State Legislature
830 Punchbowl St.
Honolulu, HI 96813

Dear Members of the Grant Review Committee,

On behalf of the Maui Nui Marine Resource Council (MNMRC), I am pleased to support SoilThrive Hawai'i LLC's application for a Grant in Aid. SoilThrive Hawai'i™ is a leader in bringing innovative ideas and solutions to regenerative agriculture and ecosystem restoration, and their work directly aligns with our mission to protect Maui Nui's coral reefs.

MNMRC has had the pleasure of working with SoilThrive Hawai'i™ for the past two years on reef-friendly landscaping projects that are critical to testing alternatives to pesticides and synthetic fertilizers to reduce harmful runoff to nearshore reefs. These efforts have shown success in increasing the soil microbiology and mitigating the harmful impacts of chemical runoff on our coral reefs. SoilThrive's biologically rich, locally made soil inoculants have shown promise in restoring soil health while reducing the need for chemical inputs, thus decreasing the contamination of nearshore waters and protecting marine life.

Our shared work addresses the degradation of our coral reefs, which are increasingly threatened by the use of harmful chemicals in landscaping and agriculture. These chemicals degrade soil health and pollute our waters, contributing to coral decline. SoilThrive Hawai'i™ offers an innovative, eco-friendly solution through regenerative agriculture practices that support both land and marine ecosystem health, making them an invaluable partner in our ongoing conservation efforts.

We are confident that SoilThrive Hawai'i™ will continue to have a lasting, positive impact on the health of Maui Nui's marine resources. We strongly urge you to approve their Grant in Aid application in support of these critical, forward-thinking efforts.

Mahalo nui loa for your time and consideration.

Sincerely,

Jill Wirt
Program Director
jill@mauireefs.org

Working together to preserve, protect, and enhance the coral reefs of Maui Nui.

MAUIREEFS.ORG
MNMRC@MAUIREEFS.ORG

PO BOX 331204, KAHULUI, HI 96733
(808) 707-5056



**HALI'IMAILE PINEAPPLE
COMPANY LTD**

January 14, 2025

Grant Review Committee
Hawai'i State Legislature

Dear Members of the Grant Review Committee,

On behalf of **Maui Gold**, I am pleased to offer our full support for **SoilThrive Hawai'i LLC** in their application for a Grant in Aid. As a local business deeply committed to the health and sustainability of Hawai'i's agricultural and environmental resources, we recognize the invaluable work that SoilThrive Hawai'i™ is doing to restore soil health and promote eco-friendly land management practices across the islands.

At Maui Gold, we understand that sustainable farming practices are essential to preserving both our environment and our livelihoods.

SoilThrive Hawai'i™'s mission to restore balance through microbial communities and natural alternatives to harmful chemicals aligns with our commitment to sustainable agriculture. Their innovative solutions promote healthier soils, reduce chemical use, and protect Hawai'i's agricultural and marine ecosystems.

We have had the pleasure of working on research and development projects with SoilThrive Hawai'i™ and have seen firsthand their dedication to completing projects with enthusiasm and integrity. We believe their efforts will have a positive impact on soil health, reefs, and the agricultural community. Their work is essential to advancing the sustainable future of farming and land management in Hawai'i, and we fully support their Grant in Aid application.

Thank you for considering this important opportunity. We strongly encourage you to support SoilThrive Hawai'i™ in their efforts to build a healthier and more sustainable Hawai'i for generations to come.

Sincerely,

Darren Strand
Director of Agriculture, Maui Gold

