





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:** COUNCIL FOR NATIVE HAWAIIAN ADVANCEMENT

**DBA/Trade Name:** HAWAIIAN COUNCIL

**Issue Date:** 01/16/2026

**Status:** **Compliant**

Hawaii Tax#: [REDACTED]  
New Hawaii Tax#: [REDACTED]  
FEIN/SSN#: [REDACTED]  
UI#: XXXXXX1486  
DCCA FILE#: 123336

Status of Compliance for this Vendor on issue date:

Form	Department(s)	Status
A-6	Hawaii Department of Taxation	Compliant
8821	Internal Revenue Service	Waived
COGS	Hawaii Department of Commerce & Consumer Affairs	Exempt
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

**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.

**Council for Native Hawaiian Advancement**  
(Typed Name of Individual or Organization)

  
Kuhiō Lewis (Jan 23, 2026 15:50:07 HST)  
(Signature)

**Kūhiō Lewis**  
(Typed Name)

**January 23, 2026**  
(Date)

**Chief Executive Officer**  
(Title)

# Application for Grants

## **I. Certification**

### **1. Hawaii Compliance Express Certificate**

See attached, following Cover Page.

### **2. Declaration Statement**

See attached, following Cover Page.

### **3. Public Purpose**

The KūHana Business Accelerator (“KūHana”) is seeking this grant to support the growth of local businesses across Hawai‘i through an intensive training and planning program designed to prepare companies for investment readiness. Hawaiian Council will facilitate three KūHana cohorts, through which each participating business will develop a comprehensive growth strategy that clearly outlines its capital needs and aligns those needs with its growth plan

## **II. Background and Summary**

The Council for Native Hawaiian Advancement (dba Hawaiian Council) is a member-driven 501(c)(3) nonprofit organization dedicated to advancing the cultural, economic, political, and community development of Native Hawaiians. Hawaiian Council is a Native Community Development Financial Institution (CDFI), a HUD-Certified Housing Counseling Agency, and National Intermediary, fostering greater opportunities for economic growth and self-sufficiency.

In alignment with Hawaiian Council’s mission to support the socioeconomic development of local businesses, KūHana was established in 2019 to address the growth needs of expanding businesses. The cost of living in Hawaii keeps growing each year, pushing families to consider moving from Hawaii. Local businesses need access to capital but also need the tools and technical assistance essential to supporting businesses’ growth. The KūHana Business Accelerator focuses on providing technical assistance for businesses to clearly articulate their growth plans, the costs to implement their strategy, and the expected financial outcomes due to implementation. Qualified applicants are determined by their individual earnings and operational experience.

Based on the business development landscape at the time—and continuing today—KūHana supports a wide range of businesses across all sectors of Hawai‘i’s economy. Since its inception, KūHana has supported over 300 businesses through consulting, strategic planning, and direct accounting services. These services have helped participating businesses secure more than \$5 million in post-accelerator funding.

The KūHana accelerator operates through cohort-based participation. Each cohort is comprised of businesses that apply to the program and meet defined eligibility criteria. Participating companies must demonstrate meaningful revenue and operational experience. These requirements ensure that each business is able to articulate a clear vision for growth over a 12–36 month period. Applications are evaluated on a case-by-case basis to confirm that each business has the experience and capacity to meaningfully plan and execute its next phase of growth.

The core thesis of KūHana is that companies seeking to scale require a clear, funder-ready growth plan and strategy that can be effectively communicated to capital providers. By equipping businesses with these tools, KūHana positions participants to access capital and execute their growth objectives. The program is delivered entirely virtually, ensuring that geographic coverage extends across the entire pae ‘āina and that access is not constrained by location.

The KūHana Business Accelerator will execute three cohorts during the proposed timeline of the grant. Each cohort will be comprised of a minimum of 15 qualified businesses. Near the end of the grant period, a KūHana Showcase will be held for all three cohorts to meet and network with funding and banking partners.

The KūHana Business Accelerator is designed to serve businesses across any sector or island. Each applicant must demonstrate they have enough earnings and operational experience to have insight to develop their growth plan. The program is delivered entirely virtually, ensuring that access is not constrained by geographic location.

### **III. Service Summary and Outcomes**

#### **1. Scope of Work, Tasks, and Responsibilities**

KūHana will solicit applications from the business community to participate in three cohorts throughout the term of this proposal. Applications will be marketed across multiple channels, including television, social media, email marketing, paid advertising, and word of mouth. The application process consists of two rounds: a written application followed by a follow-up interview. Each applicant’s readiness for the program will be determined by KūHana program management.

Once participants are selected, each cohort will complete a 6–8 week accelerator program. During the accelerator, participants will complete modules designed to help them articulate growth objectives, outline the costs required to implement those objectives, and project expected returns for both the company and its funders or investors.

In Q4 of the proposed timeline, each participating business across the three cohorts will be invited to take part in a showcase, where funders and investors can meet and network with companies whose business plans align with their interests.

By the end of the proposed timeline, KūHana will have supported 45+ companies, delivered over 1,000 hours of instruction and direct technical assistance, and planned and executed the annual KūHana Showcase.

## 2. Projected Annual Timeline

Grant Period	Key Activities	Purpose & Outcomes
July – September 2026	Finalize KūHana annual schedule, marketing plan, assets, and curriculum.  Launch and solicit applications and execute Cohort 1.	Address any needed updates in marketing assets and effectively communicate to the market of this application process. And then deliver Cohort 1 curriculum and technical assistance services for 15 or more companies.
October – December 2026	Refine curriculum and support funding acquisition for Cohort 1 participants. Promote and solicit applications for Cohort 2.	Execute marketing and communications to promote and solicit applications for Cohort 2.
January – March 2027	Execute Cohort 2. Refine curriculum for Cohort 3. Market and solicit applications for Cohort 3. Plan logistics for KūHana Showcase.	Deliver Cohort 2 curriculum and technical assistance services for 15 or more companies.
April – June 2027	Execute Cohort 3. Execute KūHana Showcase.	Deliver Cohort 3 curriculum and technical assistance services for 15 or more companies.  Invite community funders and investors to meet Cohort 1-3 participating businesses.

## 3. Quality Assurance and Evaluation Plan

KūHana program management conducts weekly surveys following each module, incorporates feedback from participating businesses, and modifies the curriculum as needed. Over the lifespan of KūHana, 16 cohorts have been completed, with each cohort providing insights that have contributed to a more effective, streamlined, and optimized accelerator experience.

#### 4. Measures of Effectiveness

KūHana will report the following measures of effectiveness to the expending agency. These measures are designed to objectively assess the impact of grant-funded cohort accelerator program.

##### Applications

- Solicit 30-40 applications, accept a minimum of 15 qualified applicants.

##### Program retention

- Retain and graduate 75% of applicants
- Requirements are 85% attendance and participation and completed work product.

##### Participation of KūHana Showcase

- At least 75% of KūHana participants attend the KūHana Showcase, as well as a combination of 10 technical assistance providers, banks, and investors that come to meet and support the participating businesses.

These measures provide a clear, objective basis for evaluating the effectiveness of grant-funded investments and may be refined in coordination with the expending agency should the final appropriation differ from the requested amount.

#### IV. Financial

##### **1. Please see budget forms attached, including:**

- a. Budget request by source of funds
- b. Personnel salaries and wages
- c. Equipment and motor vehicles – N/A
- d. Capital project details – N/A
- e. Government contracts, grants, and grants in aid

##### **2. Anticipated Quarterly Funding Requests for FY 2027**

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$67,508.59	\$74,408.59	\$74,408.59	\$60,033.59	\$276,359.38

##### **3. Potential Other Sources of Funding for FY 2027**

As of today, KūHana does not have a list of other sources of funding that they are seeking for FY 2027.

#### **4. State and Federal Tax Credits**

Hawaiian Council has not been granted any state or federal tax credits within the prior three years. Hawaiian Council has also not applied for or anticipate applying for any state or federal tax credits pertaining to any capital project.

## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2026 to June 30, 2027

Applicant: Council for Native Hawaiian Advancement, Hawaiian Trades Academy

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				
2. Payroll Taxes & Assessments				
3. Fringe Benefits				
TOTAL PERSONNEL COST				
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies				
7. Telecommunication				
8. Utilities				
9.				
10.				
11.				
12.				
13.				
14.				
15.				
16.				
17.				
18.				
19.				
20.				
TOTAL OTHER CURRENT EXPENSES				
C. EQUIPMENT PURCHASES	150,000			
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				

<b>TOTAL (A+B+C+D+E)</b>	<b>150,000</b>		
<b>SOURCES OF FUNDING</b>		Budget Prepared By:	
(a) Total State Funds Requested	150,000	Manasseh Santos	808-596-8155
(b) Total Federal Funds Requested		Name (Please type or print)	Phone
(c) Total County Funds Requested			23/01/2026
(d) Total Private/Other Funds Requested		Signature of Authorized Official	Date
<b>TOTAL BUDGET</b>	<b>150,000</b>	Kūhiō Lewis, Chief Executive Officer	
		Name and Title (Please type or print)	



## 5. Government Contracts and Grants

Over the prior three years, Hawaiian Council's KūHana Business Accelerator has received the following government contracts and grants:

- US Small Business Administration Native American Outreach Block Grant
  - Award Amount: \$470,000
  - Period: 10/01/2020 - 09/30/2023
- US Small Business Administration
  - Award Amount: \$170,000
  - Period: 5/01/2024 - 4/30/2025

## 6. Balance of Unrestricted Current Assets as of December 31, 2025

The balance of agency's unrestricted current assets (unaudited): \$30,037,588.

## V. Experience and Capability

### 1. Necessary Skills and Experience

KūHana Business Accelerator possesses the operational, managerial, and technical capacity required to successfully execute the scope of work proposed in this application. As the State's largest Native Hawaiian nonprofit organization, Hawaiian Council operates several programs including KūHana, which was established to support the small business community. Through this affiliation, KūHana leverages extensive institutional experience in business development, cohort-based program delivery, technical assistance, and the facilitation of strategic networking opportunities.

As a Community Development Financial Institution ("CDFI"), Hawaiian Council is also able to leverage its in-house lending capabilities to provide capital to participating businesses, consistent with the growth strategies articulated in each company's individual plan. In addition, for participating companies in the retail sector, Hawaiian Council offers market access and revenue-generating opportunities through its Nā Mea Hawai'i retail stores at Ward Centre and Bishop Museum, as well as through retail events such as the Native Hawaiian Convention and the Keiki Hula Competition.

KūHana was established in 2019 and has operated successfully through the COVID-19 pandemic, continuing to serve businesses statewide. The program is supported by several mission and value-aligned community partners, including Kanaka Economic Development Alliance, Sultan Ventures/XLR8HI, Wai'anae Economic Development Corporation, and Spectrum. To date, the program has delivered 16 cohorts serving over 300 businesses, which have collectively raised and secured more than \$5 million in capital.

### 2. Facilities

KūHana will operate primarily out of the Hawaiian Council headquarters in Kapolei, HI but all program delivery will happen virtually providing access to businesses across the state and rural communities. These facilities provide adequate space and infrastructure to support staff coordination, vendor management, and financial administration. No additional permanent facilities are required to execute the proposed project.

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

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

#### **Program Director**

Mukai, Business Development Director at Hawaiian Council, will oversee overall program strategy, curriculum development, contracting, marketing direction, and staff management.

#### **Program Assistant**

Coen Cadinha, Founder of Keiki Rise, a youth entrepreneurship development program, will provide administrative support to execute the program and manage communications with participating businesses.

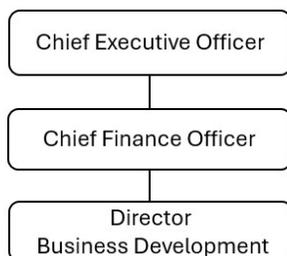
#### **Marketing Specialist**

Marika Higgins will develop design and marketing assets to promote the program and create content highlighting participating businesses.

#### **Accounting Specialist**

Leia Seguancia will provide accounting services and ensure that program expenses are tracked and aligned with the proposed budget.

### **2. Organization Chart**



### **3. Compensation**

The annual salary range paid by Hawaiian Council to the three highest paid officers, directors, or employees is \$148,600 - \$300,000, paid to the titles listed below:

- Chief Executive Officer
- Chief Financial Officer
- Chief Operating Officer

**VII. Other**

**1. Litigation**

Hawaiian Council has two (2) cases pending litigation that do not affect the type or quality of services that funding is being requested for. Additional information can be provided upon request.

**2. Licensure or Accreditation**

Not applicable.

**3. Private Educational Institutions**

Hawaiian Council does NOT intend to use this grant to support or benefit a sectarian or nonsectarian private educational institution.

**4. Future Sustainability Plan**

If the grant of this application is received by Hawaiian Council for FY2027 but not received thereafter, KūHana Business Accelerator will pursue other streams of funding for different cohorts. The KūHana model can quickly adapt to best address the business needs of the community and can scale its services based on available resources.

# Council for Native Hawaiian Advancement\_OP

Final Audit Report

2026-01-24

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