

Applicant Hānai Waiū Milk Bank

### 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

Marissa Jacobs      Marissa Jacobs, President/Founder      1/22/24  
AUTHORIZED SIGNATURE      PRINT NAME AND TITLE      DATE



**Hānai Waiū**

MILK BANK

**Grant-in-Aid (GIA) Application  
2026-2027**



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:** HĀNAI WAIŪ MILK BANK

**Issue Date:** 01/15/2026

**Status:** **Compliant**

Hawaii Tax#:

New Hawaii Tax#:

FEIN/SSN#:

UI#:

No record

DCCA FILE#:

355827

Status of Compliance for this Vendor on issue date:

Form	Department(s)	Status
A-6	Hawaii Department of Taxation	Compliant
8821	Internal Revenue Service	Exempt
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 REVISIED STATUTES**

The undersigned authorized representative of the applicant certifies the following:

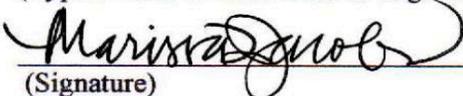
- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawai'i Revised Statutes:
  - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide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

Hānai Waiū Milk Bank

(Typed Name of Individual or Organization)



(Signature)

1/22/24

(Date)

Marissa Jacobs

(Typed Name)

President & Founder

(Title)

# State of Hawaii GIA Application 2026-2027

## **I. CERTIFICATION**

1. **Hawaii Compliance Express Certificate:** Attached

2. **Declaration Statement:** Attached

3. **Public Purpose:**

(1) *Organization:* Hānai Waiū Milk Bank

(2) *Public Purpose:* To create a local breastmilk bank

(3) *Services:* Promoting breastfeeding by being a center for screening, donation, testing, pasteurizing and distribution of breastmilk.

(4) *Target group:* families in need of safe donor breastmilk for their infant(s).

(5) *Cost of the grant:* \$686,000 (see attached budget)

## **II. BACKGROUND AND SUMMARY**

### **1. Background:**

We are a group of Lactation Consultant/Postpartum/Pediatric/NICU/Emergency Registered Nurses (RN's), Medical Laboratory Scientist and a Hawaiian Cultural and Community Educator coming together to advocate for Hawai'i's keiki. "Hānai Waiū" refers to the innate action of an infant to receive nourishment to grow and thrive. The idea of Hānai Waiū Milk Bank began in 2024 and we began breathing life into it in 2025. At the core of our project is natural, wholesome nutrition starting at birth, to lay the foundation for good health.

Legislation for a state-run milk bank has been introduced in the past and will be reintroduced again this year (HB233, SB1211), highlighting the need for a local milk bank. While we share the goal of establishing a milk bank in Hawai'i, we believe it can be done more successfully as a non-profit organization, and we are poised to do so.

Hānai Waiū Milk Bank will be a donation, testing, pasteurizing and supply center for breastmilk across our Hawaiian Islands. Our home base will be located on the island of O'ahu with satellite sites/services in Maui County, Kaua'i and Hawai'i Island. We are a local nonprofit and strive to be an organization by the people, and for the people of Hawai'i.

## **2. Goals and Objectives:**

The word “Hānai” in Hawai‘i is commonly known as “fostering” or “adopting” but in more technical translation, it means to “raise, rear, feed, nourish, sustain; provider, caretaker” (Pukui & Elbert, 1986). ‘Ohana is at the center of Hawaiian culture; our goal is to support that ideal through safe “Mom-to-Mom sharing” by providing testing and pasteurization of breastmilk and increasing its availability to more newborns/infants who are in need. By doing this, we will help to initiate natural and wholesome nutrition at birth which lays the foundation of optimal health into childhood and beyond—changing food choices for the better and ultimately nourishing our keiki.

### *Mission:*

To promote breastfeeding while also increasing the availability of safe expressed breastmilk for babies who need it most—both in our communities and/or while hospitalized.

### *Vision:*

To support families in their quest for optimal nutrition and health, ultimately helping more infants to grow and thrive into the future.

## **3. Public Purpose:**

There is an urgent need for a local milk bank in Hawai‘i. Families in Hawai‘i currently do not have ready access to regulated, pasteurized donor breastmilk. Currently, all three Neonatal Intensive Care Units (NICU’s) in Hawai‘i use donor breastmilk from out-of-state for sick, preterm and low birthweight babies. Only two hospitals in Hawai‘i have donor milk available for healthy newborns in Postpartum Units while hospitalized. Access to safe breastmilk in Hawai‘i stops here.

Breastmilk is the ideal nutrition for infants, providing the proper combination of bioactive components that protect against infection and support development. Breastfeeding also has numerous benefits for mothers, such as lowered risk for cardiovascular disease and breast/ovarian cancers. Infant formulas are most commonly made from cows’ milk and also introduce high fructose corn syrup, preservatives, and foreign protein into a newborn’s fragile gut. Early formula feedings are associated with higher rates of food allergies, altered gut microbiomes, respiratory infections, and Necrotizing Enterocolitis. Formula is also correlated with long term metabolic problems such as obesity and diabetes - both of which plague our island population.

Milk Bank services address community needs which various sectors are behooved to support, including public health, maternal-child health, women’s issues,

and food sovereignty and security. According to the World Health Organization, every \$1 spent on enabling breastfeeding generates \$35 in economic returns - in reduced health care costs, higher productivity/less absenteeism, and lower household expenses (WHO Business Case for Breastfeeding). More specifically in the United States, \$13 billion dollars per year could be saved if 90% of families were meeting the recommendation to exclusively breastfeed for 6 months.

The nearest milk bank is in San Jose, California, presenting a significant challenge for local families in need of safe donor breastmilk or who wish to be donors. Informal milk sharing - where mothers donate their surplus breastmilk directly to others - is common in Hawai'i. While altruistic in nature, sharing unpasteurized breastmilk from strangers carries risk for the transmission of viruses, bacteria, and medication exposure. We are seeking Grant-In-Aid assistance to fund the opening of Hānai Waiū Milk Bank. Should Hānai Waiū Milk Bank be awarded a GIA grant, the funds would help us fill a critical service gap in infant nutrition and public health in Hawai'i.

As Lactation Consultants, we see firsthand on a daily basis, families' interest in a local milk bank. We have also surveyed new families in our communities, and see that a local milk bank increases interest in donating breastmilk - as it keeps milk here in the islands. Most mothers with a surplus of breastmilk are discouraged by the lengthy process to donate milk to California, as it involves coordinating telephone calls, paper work and lab draws, and entails obtaining a cooler to pack and ship their milk across the ocean.

One mother of a young child reported, "I had an oversupply but too many barriers," and another mother stated, "I have thought about donating but I never have. I did not know where to donate and did not know a mother in need at the time I had extra milk". Yet another mother replied, "I didn't get around [to] doing it" while another said "I've considered. But I haven't been able to. I couldn't really find an 'easy' way to do it on Oahu and was too tired to figure it out with my first."

Investing in this area of maternal and child health yields long-term benefits and is perhaps the best way to strengthen human capital.

#### **4. Target Population:**

Our target population is composed of families experiencing insufficient breast milk due to circumstances such as early return to work, low supply, unexpected complication(s) during childbirth, preterm delivery, breast or other cancers, fertility/hormonal issues, adoption or maternal death; and infants with low birth weight, prematurity, milk protein allergy/intolerance, surgical procedures, cleft palate, and gastrointestinal complications for whom breastmilk is not just therapeutic, but life saving.

The American Academy of Pediatrics (AAP) recommends exclusive breastfeeding for approximately 6 months, followed by continued breastfeeding with

complementary foods for at least 2 years and beyond as mutually desired. Hānai Waiū Milk Bank aims to help increase the incidence of breastfeeding, in addition to providing expressed breastmilk (the next best thing to breastfeeding) to infants who cannot be breastfed, or who need a bridge until mother's milk supply can be established.

## **5. Geographic Coverage:**

Our home base will be located on the island of O'ahu (ideally in a central location) with satellite sites/services in Maui County, Kaua'i and Hawai'i Island.

## **III. SERVICE SUMMARY AND OUTCOMES**

We are committed to contributing to a more self-sufficient island chain by operating as a nonprofit within our Hawaiian Islands. The current process of obtaining donor breastmilk involves contracting Milk Banks from the Continental United States; usually from California or Texas. Likewise, any donated breastmilk collected locally is shipped out-of-state. This deters many local mothers from donating their breastmilk.

Another intended outcome of a local milk bank is the ability of families to have access to the safest and most basic form of nutrition for their infants. In times of natural disaster, supply chain disruption, or infant formula recalls, a local milk bank would buffer families. The formula shortage in Hawai'i during COVID-19 was primarily due to a combination of supply chain issues and a large recall by Abbott Nutrition. This highlighted the critical need for a reliable supply chain and government support in creating a local milk bank to serve as our lifeline in times of hardship.

### **1. Scope of work, tasks, responsibilities**

#### *Scope-*

Our scope as we become established will be at the community level - providing safe breastmilk to individuals/families, donated without compensation, by women who have a surplus of breastmilk. As we build capacity, we may one day be able to supply donor milk to larger organizations and hospitals. We intend to operate on O'ahu, but serve all of the Hawaiian islands by partnering with a commercial airline and courier service.

#### *Tasks and Responsibilities-*

The major responsibilities of a milk bank are the quality and safety of milk, and its ethical and equitable distribution. Donor screening, milk collection, storage, transport, handling, and labeling are the key components of safety - all of which require proper

equipment, training and quality control. The Human Milk Banking Association of North America (HMBANA) has best practices and protocols for these processes, which we will follow. Prior to opening, we intend to be accredited or seeking accreditation by HMBANA. Furthermore, all aspects of our operation will be overseen by a qualified Medical Director.

Partnering/contracting with an established and reputable local medical testing laboratory for the screening and blood testing of donors will help ensure the safety of breastmilk. It will also help keep the process seamless for our milk donors, making it as convenient as possible. Knowledge and expertise of serology and bacteriology is crucial to a milk bank. For example, all donors must have their blood tested in a certified laboratory within 6 months of donation, and this may be repeated every 6 months. Required blood tests include: HIV-1, HIV-2, HTLV-1, HTLV-2, Hepatitis B, Hepatitis C, and Syphilis.

Donor interviewing protocol - on health history and lifestyle - is a task and responsibility that will guarantee safe donors, and be conducted by personnel holding at minimum, a State of Hawai'i Registered Nursing (RN) License. This will also be done under supervision of our Medical Director and with protocols developed by The Human Milk Banking Association of North America (HMBANA). Screening interviews similar to those used with blood donations will be used to identify exclusion criteria, including but not limited to, smoking, recreational drug use, cancer treatment, alcohol intake beyond recommended levels, blood transfusion, certain tattoo or piercing history, and exposure/risk for certain diseases.

Transparency is another key responsibility of a milk bank, as the allocation of a limited supply of donor milk is a big challenge in the milk banking industry. HMBANA maintains guidelines for suggested priorities for dispensing milk, with preterm sick infants having the highest priority, followed by well preterm infants and then term/adjusted term infants less than 12 months of age with medical conditions likely to respond to donor milk therapy. The majority of milk banks across the United States charge a small processing fee to offset operational costs. As we grow, our hope is to never turn away a recipient in need, and to provide scholarships to qualifying families.

We also aim to address inequities in community health, and breastfeeding in particular. While "The breastfeeding initiation rate in Hawaii (89.6%) is higher than the national average (70%) and exceeds the *2010 Healthy People* (2000) goals ( $\geq 75\%$ ), breastfeeding initiation for women of Hawaiian ancestry (64.0%) is well below state and national rates. Since breastfeeding decreases the incidence of Diabetes, Cardiovascular Disease, Breast and Ovarian Cancer, breastfeeding is a priority preventative health behavior and also a national public health goal." (Dodgson, et. al.) Hānai Waiū Milk Bank will take steps to help increase the incidence and duration of breastfeeding, and availability of breast milk to women of Hawaiian ancestry.

Another task crucial to the success of the milk bank is promoting education and awareness among the general public, or the proverbial "village" needed to raise a child.

While milk banking is common knowledge for younger families today, it may be an unfamiliar and possibly uncomfortable concept to previous generations or those with little exposure to maternal-child health issues. Education about the importance of breast milk, the safety of donor milk, and the necessity of a milk bank will need to be ongoing in order to foster understanding and support. Public service announcements, events, campaigns, and collaboration with local media are a few of the ways we intend to increase awareness and public backing of a local milk bank.

Finally, serving as champions of optimal lactation support is another responsibility of a milk bank. It is among our goals to provide Lactation consultation services to the general public and recipient families who are working towards their goal of supplying their infants with their own milk. We anticipate many situations where families will utilize the milk bank as a “bridge,” until they have enough of their own supply, or until their infants are able to effectively breastfeed. This integrates our our mission of supporting and promoting breastfeeding in our community, and empowers families to reach their infant feeding goals.

## 2. Projected Annual Timeline

Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
<ul style="list-style-type: none"> <li>- Acquisition of location, lease</li> <li>- Purchase of equipment</li> <li>- Partnership with local laboratory, commercial airlines/courier for neighbor islands</li> <li>- Policy &amp; Procedures</li> <li>- Hire personnel</li> </ul>	<ul style="list-style-type: none"> <li>- Personnel Training</li> <li>- Public education campaigns               <ul style="list-style-type: none"> <li>- Milk drives</li> <li>- Social Media presence</li> </ul> </li> <li>- Recruitment of donors</li> <li>- Screening of first 5 donors</li> </ul>	<ul style="list-style-type: none"> <li>- Process first batch of donor milk</li> <li>- Accreditation with HMBANA,</li> <li>- Seek further funding/develop relationships with WIC, etc</li> </ul>	<ul style="list-style-type: none"> <li>- Start to distribute donor milk</li> <li>-Data collection</li> <li>- Start offering Lactation support services</li> </ul>

\* Monthly Board Meetings, monthly financial reports, and ongoing quest for funding will be occurring throughout the year.

### 3. Quality Assurance and Evaluation Plans

The safety and quality of our milk is top priority, and will be evaluated and assured by:

- *Microbiological testing:* Success will be defined as zero bacterial growth in post-pasteurization cultures.
- *Donor Screening:* Rigorous, standardized screening of donors (blood tests for HIV, Hepatitis B/C, HTLV, Syphilis).
- *Compliance with Guidelines:* Adherence to established safety standards by the Human Milk Banking Association of North America.
- *Traceability:* The ability to track milk from the donor to the recipient, often using a specialized bar coded information system.

Operational Metrics of the milk bank will include:

- *Volume distributed:* Total liters of donor milk distributed.
- *Donor Recruitment:* Number of new donors recruited and active donors maintained.
- *Turnaround time:* Efficiency in processing and distributing milk.

Sustainability and Community Metrics:

- *Donation volume:* Total volume of milk collected.
- *Support for Breastfeeding:* Support for breastfeeding to ensure that donor milk is used as a bridge, and not a substitute in applicable cases.
- *Financial Integrity:* Maintaining a sustainable model which is fair and equitable (fee for use or charging a small processing fee).

### 4. Measures of effectiveness:

The ultimate outcome of a milk bank is a healthier population, measured by less childhood disease.

Clinical and Impact Measurements:

- *Volume and reach:* Tracking total milk donated and processed, number of donors, and ability to meet the demand of individuals and eventually, organizations and hospitals.
- *Reduction in childhood illness:* Qualitative data from recipients about how donor milk improved the health of their infant; data from Pediatricians or WIC, on how many of their patients have used donor milk; long term epidemiological studies

which correlate donor milk/breastfeeding support with less childhood illness in the state; if eventually supplying hospitals in Hawai'i, data on decreased rates of Necrotizing Enterocolitis.

- *Maternal experience*: Qualitative data (interviews, focus groups, surveys) to understand how donating impacts mothers (healing from trauma or loss); identify barriers to donation.
- *Increased access*: Ability to meet the demand of individuals, and eventually, organizations and hospitals.

## **IV. Financial**

### **Budget:**

1. *Please see these spreadsheets on the following 5 pages:*
  - a. *Budget request by source of funds*
  - b. *Personnel salaries and wages*
  - c. *Equipment and motor vehicles*
  - d. *Capital project details*
  - e. *Government contracts, grants, and grants in aid*

## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2026 to June 30, 2027

Applicant: Hānai Waiū Milk Bank

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	82,000			
2. Payroll Taxes & Assessments	20,000			
3. Fringe Benefits	18,000			
<b>TOTAL PERSONNEL COST</b>	<b>120,000</b>			
<b>B. OTHER CURRENT EXPENSES</b>				
1. Airfare, Inter-Island	12,000			
2. Insurance	20,000			
3. Lease/Rental of Space	80,000			
4. Marketing	12,000			
5. Administrative fees	5,000			
6. Accreditation/licensing	10,000			
7. Finance: Bookkeeping, CPA	5,000			
8. IT	20,000			
9. Telecommunication	10,000			
10. Consulting fees	20,000			
11. Staff training	20,000			
12. Legal Counsel	25,000			
13. Analytical Testing	25,000			
14. Donor costs				20,000
15. Supplies	30,000			
16. Packaging	30,000			
17. Cleaning/sanitation	10,000			
18. Utilities	12,000			
19. Courier Service	50,000			
20.				
<b>TOTAL OTHER CURRENT EXPENSES</b>	<b>396,000</b>			<b>20,000</b>
<b>C. EQUIPMENT PURCHASES</b>	<b>100,000</b>			
<b>D. MOTOR VEHICLE PURCHASES</b>	<b>0</b>			
<b>E. CAPITAL</b>	<b>70,000</b>			
<b>TOTAL (A+B+C+D+E)</b>	<b>686,000</b>			<b>20,000</b>
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	686,000	Marissa Jacobs <span style="float: right;">808-358-7841</span>		
(b) Total Federal Funds Requested		Name (Please type or print) <span style="float: right;">Phone</span>		
(c) Total County Funds Requested		<i>Marissa Jacobs</i> <span style="float: right;">1/22/24</span>		
(d) Total Private/Other Funds Requested	20,000	Signature of Authorized Official <span style="float: right;">Date</span>		
<b>TOTAL BUDGET</b>	<b>706,000</b>	Marissa Jacobs, President & Founder Name and Title (Please type or print)		

**BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES**

Period: July 1, 2026 to June 30, 2027

Applicant: Hānai Waiū Milk Bank

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Donor Screener	0.4	\$42,000.00	100.00%	\$ 42,000.00
Milk Bank Technician 1	0.4	\$20,000.00	100.00%	\$ 20,000.00
Milk Bank Technician 2	0.4	\$20,000.00	100.00%	\$ 20,000.00
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
<b>TOTAL:</b>				<b>82,000.00</b>
<b>JUSTIFICATION/COMMENTS:</b> Donor Screener minimum qualification is an RN (case manager equivalent) employed by us part-time (16-19 hours/week) and would determine if someone is eligible to donate breastmilk. Milk Bank Technicians (equivalent to a Lab Assistant) would handle breastmilk donations, processing (pasteurizing), breastmilk packaging, storage and distribution (also would be part-time employees, 16-19 hours/week).				

## BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2026 to June 30, 2027

Applicant: Hānai Waiū Milk Bank

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Breastmilk Pasteurization & bottling machine/system	1.00	\$55,000.00	\$ 55,000.00	55000
Refrigeration/freezer	1	\$45,000.00	\$ 45,000.00	45000
			\$ -	
			\$ -	
			\$ -	
<b>TOTAL:</b>	<b>2</b>		<b>\$ 100,000.00</b>	<b>100,000</b>
<b>JUSTIFICATION/COMMENTS:</b> Brand new breastmilk pasteurization machine required due to sanitation. Refrigeration/freezer to store breastmilk (will require temperature monitoring to maintain safety of product).				

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

## BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2026 to June 30, 2027

Applicant:     Hānai Waiū Milk Bank    

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: 2024-2025	FY: 2025-2026	FY: 2026-2027	FY: 2026-2027	FY: 2027-2028	FY: 2028-2029
PLANS	N/A	N/A	N/A	N/A	N/A	N/A
LAND ACQUISITION	N/A	N/A	N/A	N/A	N/A	N/A
DESIGN	N/A	N/A	N/A	N/A	N/A	N/A
CONSTRUCTION	N/A	N/A	70000	N/A	N/A	N/A
EQUIPMENT	N/A	N/A	N/A	N/A	N/A	N/A
<b>TOTAL:</b>			<b>70,000</b>			
<b>JUSTIFICATION/COMMENTS:</b> Currently requesting funding for buildout of appropriate milk bank workspace in an initial "start-up" location (anticipating a lease).						

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

Applicant: Hānai Waiū Milk Bank

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	N/A				
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27		10			Application for Grants

2. *Anticipated quarterly funding requests for the fiscal year 2027:*

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$200,000	\$143,000	\$200,000	\$143,000	\$686,000

3. *Other sources of funding we are seeking for fiscal year 2027:*

- a. Cook Family Foundation Grant via Hawai'i Community Foundation
  - i. Pre-application submitted for grant request of \$20,000
  - ii. Notification will be in February 2026 if selected for the next step of application.
- b. Additional Private sources such as donations/grant (to be sought out)
  - i. Goal to have additional funding to help with:
    1. Up-staffing/compensating our volunteer professionals
    2. Mobile milk drives
    3. Community outreach

4. *Tax Credits*

- a. *State and Federal tax credits granted in the prior three years:*
  - i. Not applicable
- b. *State and Federal tax credits applied for/anticipate applying for pertaining to any capital project, if applicable:*
  - i. Not applicable

5. *Federal, State and County Government contracts, grants, and grants in aid granted within the prior three years and will be receiving for fiscal year 2027 for program funding:*

- a. Not applicable

6. *Balance of unrestricted current assets as of December 31, 2025:*

- a. "Seed money" (donation) of \$5,000.00

## **V. EXPERIENCE AND CAPABILITY**

### **1. Necessary skills & experience**

#### ***Board of Directors***

#### **President & Founder:**

Marissa Jacobs, BSN, RN, IBCLC

- University of Hawai'i at Manoa School of Nursing 2006
- State of Hawai'i RN License #RN-59726
- International Board of Lactation Consultant Examiners Certification #L-315428

- Experience in Acute Care (inpatient/hospital) Pediatrics (current, 19+ years) and cross-trained to NICU, Mother-Baby/Postpartum care and inpatient Lactation. Previously a Child Passenger Safety Technician (CPST).
- *Personal breastfeeding experience: Mother of two, I struggled with breastfeeding my first child (ended up pumping exclusively for 9 months due to latch issues, also unable to provide enough breastmilk—had to supplement with formula from birth) and breastfed my second child with a great milk supply for 20 months! I really appreciate the Lactation Consultants who helped me!*

Vice President:

Mariko Fong, RN, IBCLC

- Kapiolani Community College 2007
- State of Hawai'i RN License #RN64052
- International Board of Lactation Consultant Examiners Certification #L-42177
- Experience in NICU (5 years) and inpatient/outpatient Lactation (current, 11 years) and implemented Post Partum Donor Milk program at a local hospital
- Masters Degree in Public Administration w/Certificate in Disaster Management and Humanitarian Aid, University of Hawai'i - Manoa 2004
- Experience as Program Coordinator with Parents and Children Together (2005 - 2008)
- *Personal breastfeeding experience: Mother of two, struggled to provide both with enough breastmilk beyond maternity leave.*

Treasurer:

Christa Cieslak, BSN, RN

- Hawai'i Pacific University School of Nursing 2008
- State of Hawai'i RN License #RN-63942
- Former Certified Pediatric Emergency Nurse
- Experience in community case management for medically fragile pediatric Patients
- *Personal breastfeeding experience: Mother of two. Struggled with nursing first baby and reluctantly supplemented my newborn with formula. After early help from a Lactation Specialist, I was able to breastfeed my oldest and second child. I highly valued the nutritional benefits of breastmilk for my children.*

Secretary:

Joneau Melancon, RN

- Kapiolani Community College Nursing 2004
- State of Hawai'i RN License #RN-56147
- Experience in Mother-Baby/Postpartum care (current, 20+ years)

- *Personal breastfeeding experience: Mother of two, initially had difficulty with breastfeeding and started combo feeding early on. As a full-time nursing student I had concerns about production & managing my supply while being away from home. Despite challenges I continued to breastfeed, pump and supplement for up to 12 months. My second child was exclusively breastfed for 18 months!*

Member:

M. Puaonaona Stibbard, BA, BS

- University of Hawai'i at Manoa 2005, 2006
  - BA in Hawaiian Studies with emphasis on Hawaiian Language and the Natural Environment
  - BS in Tropical Plant and Soil Sciences
- Experience: Native Hawaiian Cultural Educator in STEM fields and Hawaiian Place-Based Education (PK-20) (current)
- Community advocacy in traditional Hawaiian birthing practices and importance of intergenerational breastfeeding.
- *Personal breastfeeding experience: I was fortunate to have the ability to breastfeed my keiki and also produce a surplus. In realizing the blessing I had to easily supply my child with more than enough, I wondered about mothers who didn't have their milk come in or had difficulty breastfeeding due to other circumstances. Unfortunately, there wasn't a clear understanding at the time of how or where I could donate breastmilk to other mothers or babies in need on the island rather than have the donation sent out of state. I sadly felt I'd end up having to eventually dispose of my surplus that could have helped other moms and babies. Creating a privately run milk bank for Hawai'i would provide mothers like me the opportunity to support an ongoing need in our community and provide mothers needing breastmilk the opportunity to feed their babies the best form of nutrition they can have in their early development.*

Member/IT Specialist:

Eric Newhouse

- University of Hawai'i at Manoa Graphic Design 2007
- CompTIA A+ Certification for IT
- 10 years experience in the IT field
- *Personal breastfeeding experience: From my wife: Breastfeeding was something I deeply wanted to do for my children, but it didn't come easily for me. I constantly worried that I wasn't producing enough milk, and despite my efforts, I often had to rely on formula. While I knew I was doing my best, it was still hard not to feel like I was falling short, and I carried a lot of guilt that my children weren't getting what I believed was the best nutrition. That experience made me*

*realize how challenging breastfeeding can be, and how meaningful support and access to donor milk can be for families who need it.*

**Staff (currently volunteer):**

Chief Technical Advisor & Co-Founder:

Frederick Jacobs, MHA, MLS

- University of Hawai'i at Manoa - BS in Medical Technology 2004
- The Ohio University 2020 (Master of Health Administration)
- Experience: Current Director of Operations for a local Medical Testing Laboratory (inpatient & outpatient settings)
  - Oversees 200+ employees
  - Budget/large projects
  - Human Resources
  - Lease review
  - Accreditation and Compliance

Medical Director:

Owen Chan, MD, PhD

- MS, Biology and MPhil, Biology, Yale University
- PhD, Immunobiology, Yale University
- Doctor of Medicine, John A. Burns School of Medicine, University of Hawai'i. Residency completed at University of California, San Diego. Fellowships in Hematopathology (Stanford University, CA), Gastrointestinal/Liver Pathology (Cedars Sinai Medical Center, CA), Placenta (University of California San Diego)
- Specialty: Anatomic and Clinical Pathology, Board Certified. Sub-Specialty: Hematopathology, Board Certified; Gastrointestinal Pathology.
- Experience: Pathologist for a local Medical Testing Laboratory and Director for a local University Cancer Center (current), Published Medical Research

Also available to our non-profit organization as consultants/advisors are a Registered Dietitian, Certified Nurse Midwife and Juris Doctor, Internal Medicine/Pediatrician MD and finance experts.

**2. Facilities**

The facilities needed for a Milk Bank are: running water (sink), power (with backup generator) and refrigeration (freezers for milk storage) with temperature monitoring. Depending on the space leased, minimal construction ("buildouts") may

need to occur. These builtouts may include (but not limited to) specialized countertops and flooring deemed appropriate per HMBANA/FDA/DOH requirements.

We will partner with a local Medical Testing Laboratory and terms are currently being discussed. This would include contracting blood testing and milk testing as well as utilization of their phlebotomy services. Discussions are also underway for potentially leasing a start-up space with appropriate facilities, as well as a public-facing front to receive donors and recipients.

## **VI. PERSONNEL: PROJECT ORGANIZATION AND STAFFING**

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

At present, our Board of Directors are the sole personnel. The Board of Directors consist of our President, Vice President, Treasurer, Secretary and two additional Board Members. We also have a Medical Laboratory Scientist, Pathologist, Pediatrician, Registered Dietician, Nurse Midwife and Juris Doctor who have volunteered as advisors to our organization. We have many potential volunteers and we are hoping to officially partner and also contract with a local medical testing laboratory (for laboratory testing as well as phlebotomy services, in addition to leasing a space) once we have obtained sufficient funding.

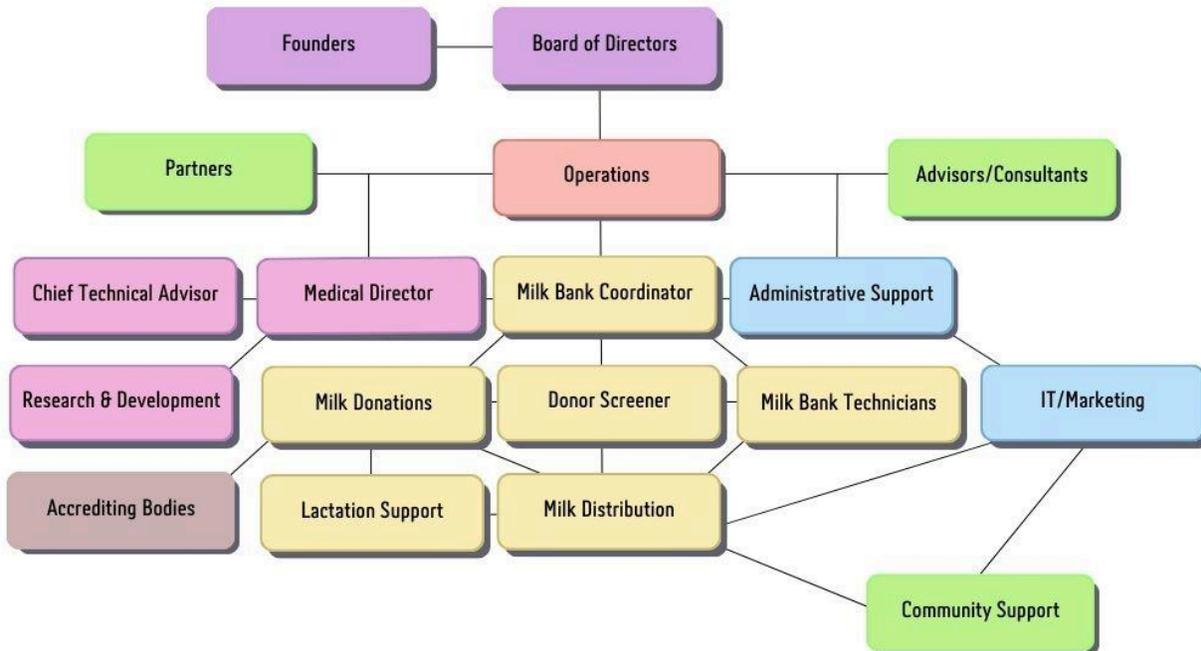
We plan to staff our Milk Bank with part-time employees who will be trained in screening potential breastmilk donors, receiving donated breastmilk, running the pasteurization machine, and handling the distribution of pasteurized donor breastmilk. As we expand to provide lactation services, we will eventually hire International Board Certified Lactation Consultants. Our Board of Directors, Chief Technical Advisor and Medical Director will all be providing the training and supervision of staff (see experience and capability section) on a volunteer basis to start—with the goal of eventual monetary compensation beyond the first 1-2 years.

The number of employees and hours worked will morph and change as we build our Milk Bank and our donor breastmilk supply increases over time. We will start with 3 part-time employees:

1. Donor Screener
  - a. Qualification: Registered Nurse (RN) /case management role)
2. Milk Bank Technician 1
  - a. Qualification: Laboratory Assistant (LA)
3. Milk Bank Technician 2
  - a. Qualification: Laboratory Assistant (LA)

## 2. Organization Chart

### ORGANIZATIONAL CHART



## 3. Compensation

Given that we are a new nonprofit, we will not be paying Directors/Advisors/Consultants once open and operational for the first 1-2 years. These individuals are established professionals in their own fields and are donating their time and expertise to the mission of this work. This includes our Medical Director, Chief Technical Advisor, Operations (that will likely later include a title of Director of Operations), Milk Bank Coordinator, Lactation Consultants, etc. Our core mission is to get this Milk Bank up and running for the people of Hawai'i. We are able to keep our operational costs to a minimum because these people are not currently drawing salaries; their collective work would total an excess of \$450,000/year in compensation. That being said, we do have the goal of eventually compensating these professionals as able.

As mentioned previously, we will be starting with approximately 3 part-time employees with a total salary of \$82,000/year. As we grow, this number will change, but it is where we would need to start (paired with a lot of volunteers) to get our Milk Bank up and running.

- *Hourly wage for a Case Manager RN ranges \$38-60/hour across the US*
- *Hourly wage for a Lab Assistant ranges \$20-29/hour across the US*

## **VII. Other:**

### **1. Litigation - N/A**

**2. Licensure/Accreditation** - The accrediting body for milk banks in North America is the Human Milk Banking Association of North America (HMBANA). We will be seeking accreditation by HMBANA with a timeline based on their guidelines (FDA guidelines are included with those of HMBANA).

**3. Private educational institutions - N/A**

### **4. Future sustainability plan**

Should we receive funding for Fiscal Year 2027 but not thereafter, we would rely on milk processing fees, grants, and philanthropic donations for some of our costs to maintain the milk bank. We have also started to consider offering fee-for-service Lactation Consultation services for the general public to help fund operations while promoting breastfeeding and breastfeeding education. Lease, personnel salary, and maintenance of facilities are projected to be the majority of ongoing costs for which continued funds would be necessary. We project an annual budget of \$500,000 to maintain operation of the milk bank.

We aspire to collaborate with various business, non-profits, and government agencies, and are hopeful that we can establish relationships with WIC, community health centers and organizations such as Hawai'i Foodbank. Such relationships would help facilitate publicity as well as recruitment of donors, and possibly even donor depot stations.

It is also our hope that Hawai'i will follow suit with California, and offer insurance coverage for donor milk for medically fragile infants.

## **CONCLUSION**

It is said that breastfeeding is one of the smartest investments that a government can make. It is a lifeline to the future— with the power to save women and children’s lives, build a healthier community, support the economy, and even protect the environment. We live in the most geographically isolated place on Earth, and yet depend on the Continental United States for safe access to the most basic form of human nutrition...

It’s time to put first things first and FEED THE KEIKI!

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