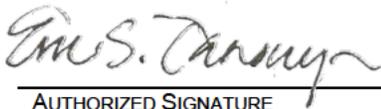


Application Submittal Checklist

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



AUTHORIZED SIGNATURE

Eric S. Tanouye, President

PRINT NAME AND TITLE

1/23/2026

DATE

Application for Grants

If any item is not applicable to the request, the applicant should enter “not applicable”.

I. Certification – Please attach immediately after cover page

1. Hawaii Compliance Express Certificate (If the Applicant is an Organization)

If the applicant is an organization, the applicant shall submit one (1) copy of a Hawaii Compliance Express Certificate from the Comptroller of the Department of Accounting and General Services that is dated no earlier than December 1, 2025.

Attached

2. Declaration Statement

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

Attached

3. Public Purpose

The applicant shall specify whether the grant will be used for a public purpose pursuant to [Section 42F-102, Hawaii Revised Statutes](#).

The 2026 HFNA Grant-In-Aid will be used for public purpose pursuant to Section 42F-102, Hawaii Revised Statutes.

II. Background and Summary

This section shall clearly and concisely summarize and highlight the contents of the request in such a way as to provide the State Legislature with a broad understanding of the request. Please include the following:

1. A brief description of the applicant's background;
HFNA is a statewide umbrella organization with over 300 members from the floriculture industry which includes breeders, hybridizers, propagators, growers, shippers, wholesalers, retailers, educators and the allied industries that support growth and profitability for its members. HFNA is a non-profit corporation under Section 501©6 of the Internal Revenue Code of 1986, as amended.

The floriculture and nursery industry is one of Hawaii’s largest commodity groups with \$43.9 million in sales in 2023, down 7% from 2022 sales of \$47.1 million due to the impacts of the pandemic. At its peak in 2007 the floriculture and nursery industry sales value was \$108 million.

HFNA has been a strong supporter and contributor to formulate the first Hawaii Biosecurity Plan. HFNA members worked with the Hawaii Department of Agriculture & Biosecurity on the pilot programs, which worked towards expanding

their markets, lowering pest problems in their operations, and increased research on cultivar development.

2. The goals and objectives related to the request;

While demands for Hawaii grown cut flowers, blooming plants and foliage are increasing, the number of farmers is decreasing due to downsizing or retirement. Along with growers preparing for retirement, the industry has been adversely affected by the great recession, Hurricane Iselle, the 2018 Kilauea lava flow that decimated the orchid industry, as well as the pandemic. For the Hawaii floriculture industry to grow and achieve sustainability, new farmers need to be sought out and encouraged to choose floriculture as their livelihood. Those new to the industry find it difficult to learn crucial information that will assist them in their new endeavors, whether due to lack of available information, limited resources and/or time.

Our goal is to work towards an economically sustainable floriculture industry. This, in turn, will serve to help the State of Hawaii reach the goal of a healthy, sustainable diversified agriculture industry. Our objectives are to:

- Expand the development and implementation of our new educational program for students to include collegiate students and new farmers to provide them with information on career opportunities available in the floriculture industry;
- Provide our flower and foliage growers with new varieties in order to sustain and expand Hawaii floriculture production and the variety of offerings to the international marketplace;
- Develop our local, domestic and international markets through outreach and education on the value of Hawaii floriculture products in order to return Hawaii floriculture sales to the \$108 million value reported in 2007.

3. The public purpose and need to be served;

With the shortage of flower and foliage growers in Hawaii, the encouragement of students, from intermediate through secondary and collegiate studies, to develop an interest in various agricultural careers in floriculture, is crucial to the sustainability and expansion of the industry. Providing educational resources to students and new farmers will inspire them to garner interest in Hawaii floriculture.

HFNA wants to expand Hawaii's market share of the local, domestic and international markets to allow existing and new farmers and nursery operators to be successful. Promoting Hawaii flowers and foliage utilizing the opportunity to do so in a forum with an international spotlight will work towards that expansion.

4. Describe the target population to be served; and

Flower and foliage nursery operators and farmers, researchers, wholesalers and allied suppliers.

5. Describe the geographic coverage.

Statewide, as HFNA membership includes over 300 farms, nurseries and allied businesses statewide.

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;

A. Varietal Research & Breeding

Breeding Scope of Work: The breeding program for orchid and anthurium will increase the availability of new and existing cultivars for members of the Hawaii Floriculture and Nursery Association to produce in order to meet the growing need for new varieties. This will enable the growers to continue to engage in a profitable business that fulfills consumers' demand for floral products as influenced by floral designers. Our goal is to produce seed propagated or tissue cultured dendrobium and tissue cultured anthurium varieties for distribution to local nurserymen and women to grow to marketable size.

Tasks:

- Collect yield and vase life data.
- Name and release at least three cultivars by the end of the program.
- Increase the number of plantlets in tissue culture to 1,000 plantlets per selection.
- Transfer plantlets to cooperators.
- Start selections identified by professional advisory team as desirable in tissue culture.
- Restart tissue cultures of the correct selection for advanced testing.
- Leaves will be placed in tissue culture.
- Increase dendrobium germplasm for development of new hybrids.
- Acquire dendrobium species or hybrids with breeding potential.
- Healthy growing shoots of at least two of the parents used for dendrobium seed propagated varieties will be placed into tissue culture.

Responsibilities:

HFNA President – coordinate, review and approve
Researchers – research and development

B. Future of the Industry

Plant Propagation and Distribution Scope of Work: For Hawaii growers to successfully compete in the international marketplace, it is imperative to provide a continuous supply of unique, new varieties. In order to sustain and expand the Hawaii floriculture industry, we will collaborate with collectors and propagators to obtain parent material of new varieties of tropical flowers and foliage plants. These

plants will be reproduced by the floriculture extension agents from the University of Hawaii College of Tropical Agriculture and Human Resilience (CTAHR) on each island and provided to growers who wish to produce them. We may require tissue culture for certain genera and species of new plant material.

Educational Scope of Work: We will focus on educating primary, secondary and collegiate students on the wide array of career opportunities in the floriculture industry (i.e., growers, biotechnology specialists, researchers, entomologists, etc.). We will work closely with personnel from the Department of Education who have assisted HFNA in the development of a program for differing levels of learning. Students will attend floriculture days wherein they will learn about a wide array of careers available in the industry. They will receive hands-on experience while learning to “plant up” anthurium plantlets into larger pots as well as how to care for the plants. Another hands-on opportunity will be to use Hawaii grown tropical flowers and foliage to create their own floral designs. The students will also have opportunities to tour research extension stations and labs. Floral and foliage nurseries will host the students to show them how their farms work, the varieties of products grown and different techniques and growing methods. Presentations by researchers, farmers, inspectors and other professionals in the industry will inspire students to pursue a career in the industry.

HFNA will have an educational documentary produced that will tell the story of the Hawaii foliage industry, past present and future. The film will include interviews with those that helped develop the Hawaii foliage industry, the importance of University and government support, key growers that have persevered through all the challenges and the future potential of the industry. The documentary series is being used to educate students, especially collegiates, in the vast opportunities in the Hawaii floriculture industry.

Promotional Scope of Work: With the pandemic now behind us, the economy is slowly opening up again. It is prudent to promote Hawaii floral products for special events such as corporate trade shows and conferences, weddings, family celebrations and holidays. To that end, HFNA will provide classes with certified floral design educators to instruct industry professionals on “Designing with Aloha” in both the Neotropica style (strictly Hawaii grown tropical flowers and foliage) and in the Tropical Nouveau style (a mix of Hawaii tropical flowers and temperate flowers, such as roses, dahlias, etc.). Both design styles have merit and are unique. Growers of Hawaii tropical flowers will host visits to their nurseries from the registrants where they can observe firsthand the beauty, variety and superior quality of Hawaii tropical flowers, and the visitors will have time to talk one-on-one with the growers on how to obtain their products.

HFNA's new Buyers' Days will enable wholesalers and retailers from across North America to travel to Hawaii to meet with the Hawaii floriculture growers in person, visit their farms and hold one-on-one discussions and negotiations while the buyers

are sourcing new and popular Hawaii florals. They will be invited to attend HFNA's annual promotional events (Fresh Look Expo) to learn more about Hawaii flowers and foliage, how they are used by designers and florists, and which cultivars are most in demand by the designers. Announcement of new varieties being released to industry may happen during the Expo or in the near future. It is expected that these efforts with the floral industry will enable the Hawaii growers to see an increase in demand for their products.

One of the most difficult roadblocks to an increase in floriculture sales in Hawaii is the expensive cost of shipping to the U.S. mainland and Canada. HFNA has created a Hawaii Tropical Flower Box Program. The tropical flower boxes are shipped direct to consumers from the growers, with many more growers participating. The Hawaii Tropical Flower Box Challenge will introduce the program, enabling many floral designers, florists and end users to receive a box of tropical flowers and use them to create their own floral arrangement. This challenge will allow HFNA to increase the number of floral professionals that will have hands-on experience designing with Hawaii floral products. This will give them the ability to experience the freshness, beauty and superior quality of using Hawaii grown tropical flowers, and give them new sources to obtain them.

HFNA's Social Media Intern Program will offer increased promotion and visibility of Hawaii floral products, all promotional events, Buyers' Day, and the Hawaii Tropical Flower Box Challenge. Students proficient in social media work will be contracted to create content for the bi-weekly posts, including photographs of Hawaii flowers as well as prose that will attract the attention of many people on social media platforms. HFNA anticipates these endeavors will result in an increase in demand for Hawaii floriculture products, orders for the Hawaii tropical flower boxes, and that many industry members will learn where to source Hawaii tropical flowers and foliage.

Plant Distribution Tasks:

- Purchase/obtain parent tropical flower and foliage materials.
- Floriculture extension agents take possession of parent materials for propagation.
- When plants are ready for distribution, survey growers for their desired amounts of each variety.
- Compile orders per island; work with agents to separate and prepare orders for each grower.
- Hold distribution days for growers to receive their plants and best management practices information.
- Staff and agents to follow up with growers to obtain progress reports and photos.

Educational Tasks:

- Contact ag teachers in middle and high schools and University of Hawaii and community colleges statewide.

- Schedule floriculture days on each island, securing venues for classes/workshops.
- Arrange for flights to outer islands for staff for workshops and classes.
- Confirm nurseries for floriculture day tours.
- Secure presenters (i.e., growers, researchers, inspectors, floral designers, etc.)
- Prepare printed materials / makana bags for students.
- Finalize schedule and arrange refreshments for classes.
- On floriculture days, tour selected nurseries as planned.
- Provide presentations to students at pre-arranged venues.
- Conduct plantlet propagation hands-on workshop and floral design hands-on workshop.
- Photograph each student with their floral arrangements.
- Collect completed evaluations from teachers and students.
- Contract videographer for foliage documentary.
- Provide contact information of tropical foliage growers to videographer.
- Arrange on-site and phone interviews to ascertain the history of the Hawaii foliage industry.
- Reviewed edited documentary produced by the videographer.
- House completed documentary on the HFNA marketing website and HFNA's YouTube channel.

Promotional Tasks:

- Schedule dates of Buyers' Day, Fresh Look Expo 2026 and Fresh Look Webinar
- Contract venue and send out save the date cards
- Secure floral design educators; choose theme of expo
- Invite researchers, wholesalers and retailers to Buyers' Day & Fresh Look Expo
- Provide conference rooms for discussions and negotiations of buyers
- Prepare the Fresh Look Expo schedule; send out invitations and post on social media
- Collect registrations
- Procurement of products and supplies needed for Expo.
- Host Buyers' Day for visiting wholesalers and retailers
- Hold Fresh Look Expo 2026 and have it filmed for the Fresh Look Webinar
- Announce and promote the Hawaii Tropical Flower Box Challenge
- Accept challenge entrants.
- Ship flower boxes to entrants.
- Accept and log in challenge submissions from entrants.
- Judging of submissions and announcement of winners.
- Contract collegiate students for annual social media intern program.
- Provide advisors to review posts before sending out.
- HFNA to provide information and photos pertinent for posts.

Responsibilities:

HFNA President – oversee, coordinate and approve all programs

HFNA Board and Research & Development and Education Committee – work with floriculture extension agents in the procurement and propagation of new varieties of tropical flowers and foliage for distribution to interested growers

HFNA Board and Research & Development and Education Committee – work with Department of Education to implement outreach education programs for students

HFNA Board of Directors and Public Relations & Communications Committee – work with social media interns on relative posts for social media platforms to promote HFNA’s events and products

HFNA Board and all Committees – to implement the promotional program to educate the floral industry on the various benefits of using Hawaii floriculture products, in order to sustain and expand Hawaii’s markets.

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

Year 1: July – December 2026:

Collect yield and vase life data

Multiply UH-2651 and UH-2704 in tissue culture.

Place UH2053 and UH2710 leaves in tissue culture.

Acquire/purchase dendrobium species or hybrids with breeding potential.

Contract videographer for foliage documentary.

Recruit foliage growers for documentary.

Purchase/obtain parent tropical flower and foliage materials

Plan and host floriculture days for students on two islands.

Develop and host Buyers’ Day including nursery tours; provide conference rooms for discussions and negotiations

Prepare and hold Fresh Look Expo 2026 and have it filmed for the Fresh Look Webinar

Contract collegiate students for annual social media intern program and provide and advisory committee.

Year 1: January – June 2027:

Continue to collect yield and vase life data.

Continue to multiply UH-2651 and UH-2704 in tissue culture.

Continue to place UH-2053 and UH-2710 leaves in tissue culture.

Continue to acquire/purchase dendrobium species or hybrids with breeding potential.

Floriculture extension agents take possession of parent materials for tropical flower and foliage propagation.

Production of foliage documentary.

Plan and host additional student floriculture days on two islands.

Have full length Fresh Look video produced, air statewide on public access television and house on HFNA website and YouTube channel.

Year 2: July – December 2027:

Continue to collect yield and vase life data.
Continue to place UH-2053 and UH-2710 leaves in tissue culture.
Continue to acquire/purchase dendrobium species or hybrids with breeding potential.
Place healthy vigorously growing shoots of K927-22 and K159-6 in tissue culture.
Send 16 boxes of each selection to cooperators.
A total of 400 plantlets will be transferred to cooperators.
Collect growers' orders and hold distribution days for new tropical flowers and foliage plants.
Plan and host two additional student floriculture days on different islands.
Organize and host 2027 Buyers' Days.
Production and editing of foliage documentary.
Prepare for and hold 2027 Fresh Look Expo, filming it for the Fresh Look Webinar
Contract collegiate students for social media intern program and provide advisory committee.

Year 2: January – June 2028:

Summarize yield and vase life data.
Name and release at least 3 cultivars.
Increase the number of plantlets in tissue culture to 1,000 per selection.
64 Magenta boxes with 16 plantlets per box will be transferred to cooperators.
Place 40 of each selection in tissue culture.
Staff and agents to follow up with tropical flower and foliage growers to obtain progress reports and photos of distributed plants.
Final production and editing of foliage documentary; house on HFNA website and YouTube channel.
Plan and host two additional student floriculture days.
Have full length Fresh Look video produced, air statewide on public access television and house on HFNA website and YouTube channel.

3. Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results; and The HFNA Board of Directors will have oversight of all projects and the HFNA President or his delegated representative will be responsible for quality control and assurance for the overall program, consultants and researchers. Periodic reports on each project will be reviewed for possible changes necessary to achieve the success of the overall program.
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 – Varietal Research & Breeding Program

- Release at least three cultivars with characteristics desired by growers and designers (UH2327, UH2568, UH2572)
- Increase the numbers of at least two promising selections already in advanced/field testing for marketing testing by cooperators (UH2647, UH2652)
- Increase at least two promising selections in tissue culture for advanced testing with cooperators
- Initiate and establish tissue cultures of at least two selections desired by designers to increase numbers in tissue culture for advanced testing
- Increase the dendrobium germplasm by at least 5 new accessions that will be used for development of new hybrids
- Initiate and maintain tissue culture at least two of the parents used for dendrobium seed propagated varieties: K927-22 parent of UH1427 Wally Murazane and K159-26 parent of UH800 Uniwai Mist

Measurables of Effectiveness – Future of the Industry

- Distribute a minimum of 400 tropical flower plants and 400 tropical foliage plants to floriculture growers.
- Host and educate a minimum of 80 students through the floriculture days program.
- 2,500 views of Foliage Plants of Hawaii documentary.
- Host 20 wholesale or retail buyers of tropical floriculture products as part of the Buyers’ Days Program.
- Educate an anticipated 120 floral designers, florists, and others in the floriculture industry on how to use Hawaii tropical floriculture in floral design.
- The Fresh Look Webinars will attract audiences of a minimum of 400 attendees.
- The Hawaii Tropical Flower Box Challenge will have 50 submissions.
- Initiate 120 posts and 20 videos on HFNA’s social media sites.

IV. Financial

Budget

1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
 - a. Budget request by source of funds ([Link](#))
 - b. Personnel salaries and wages ([Link](#))
 - c. Equipment and motor vehicles ([Link](#))
 - d. Capital project details ([Link](#))
 - e. Government contracts, grants, and grants in aid ([Link](#))
2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2027.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
76,296	76,296	76,296	76,296	305,184

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2027.

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.
As a non-profit organization, HFNA has no federal tax credits.
 4. 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 2027 for program funding.
 - USDA/FAS RAPP funds received through Synergistic Hawaii Agriculture Council for 6/1/24 - 9/30/29
 - USDA/FAS RAPP funds received through Synergistic Hawaii Agriculture Council for 1/1/25 - 9/30/30
 - USDA/FAS TASC funds received through Synergistic Hawaii Agriculture Council for 8/5/25 - 12/31/28
 - USDA Specialty Crop Block Grant Program FY24 funds received through the Hawaii Department of Agriculture for 4/16/25 - 7/16/26
 - Hawaii Department of Agriculture Sponsorship and Product Promotion funding for 5/14/25 - 5/14/26
 - Hawaii County Department of Research & Development Impact funding for 5/29/25 - 5/31/26

6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2025.
Attached.

V. Experience and Capability

1. Necessary Skills and Experience

The applicant shall demonstrate that it has the necessary skills, abilities, knowledge of, and experience relating to the request. State your experience and appropriateness for providing the service proposed in this application. The applicant shall also provide a listing of verifiable experience of related projects or contracts for the most recent three years that are pertinent to the request.

The Hawaii Floriculture and Nursery Association members have centuries of experience in all aspects of nursery and farm operations, marketing, and management. HFNA will select

researchers and consultants that have experience in planning, project management, biosecurity and varietal development.

- Buy Local Program – Hawaii Department of Agriculture, Market Development Division; contact Sharon Hurd
- Biosecurity Pest Management Programs – Hawaii Department of Agriculture, Plant Quarantine Branch; contact Carol Okada
- Philadelphia International Flower Show – HFNA (partnered with the Hawaii Tropical Flower Council); contact Eric Tanouye
- Hawaii MIDPAC Horticultural Conference & Expo 2014-2019 – Hawaii Export Nursery Association; contact Judy Schilling, Administrator
- Import Replacement Educational Growers’ Research Seminars 2016-2025 – HFNA (partnered with USDA Agricultural Research Service Daniel K. Inouye Pacific Basin Agricultural Research Center, the UH-Manoa College of Tropical Agriculture and Human Resilience, and the UH-Manoa CTAHR Maui Cooperative Extension Service); contact Eric Tanouye
- Wedding Celebrations / Fresh Look Webinars/Workshops/Tours 2017-2025 – HFNA (partnered with the UH-Manoa College of Tropical Agriculture and Human Resources, and the UH-Manoa CTAHR Maui Cooperative Extension Service and professional international floral designers); contact Eric Tanouye

2. Facilities

The applicant shall provide a description of its facilities and demonstrate its adequacy in relation to the request. If facilities are not presently available, describe plans to secure facilities.

Not applicable.

VI. Personnel: Project Organization and Staffing

1. Proposed Staffing, Staff Qualifications, Supervision and Training

The applicant shall describe the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. The applicant shall provide the qualifications and experience of personnel for the request and shall describe its ability to supervise, train and provide administrative direction relative to the request.

Judy Schilling – independent Administrative Aide for HFNA. Ms. Schilling has worked with HFNA since its inception in 2008 as an administrative aide and grant writer. She has administered Hawaii County, State, Federal grants as well as previous Grant-In-Aids 2019 and 2022.

2. Organization Chart

The applicant shall illustrate the position of each staff and line of responsibility/supervision. If the request is part of a large, multi-purpose organization, include an organization chart that illustrates the placement of this request.

Eric Tanouye, President of HFNA will be the overall project manager and reports to the HFNA Board

The HFNA Board will oversee the progress of the project

Consultant(s) will report to the HFNA President
Researchers will report to the HFNA President

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.

Not applicable. No salaries are paid by HFNA.

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.

Not applicable.

3. Private Educational Institutions

The applicant shall specify whether the grant will be used to support or benefit a sectarian or non-sectarian private educational institution. Please see [Article X, Section 1, of the State Constitution](#) for the relevance of this question.

Not applicable.

4. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2027 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2027, but
If future funding is available, HFNA will be more aggressive in the implementation of varietal research and market development and education. The use of these funds as matching funds for other federal grants, as they become available, significantly increases HFNA's operating funds, especially when the Federal matching is based on 90-10 match or 80-20 match.

- (b) Not received by the applicant thereafter.
If future funds are not received, HFNA will proceed with varietal research, market development and education at a slower pace. HFNA will apply for federal grants, but the amount will be related to the match that HFNA can provide at that time.

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

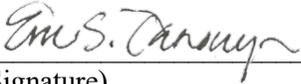
The undersigned authorized representative of the applicant certifies the following:

- 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.

Hawaii Floriculture and Nursery Association _____
(Typed Name of Individual or Organization)

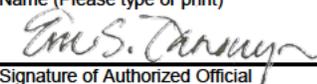
 _____
(Signature) 1/23/2026 _____
(Date)

Eric S. Tanouye _____
(Typed Name) President _____
(Title)

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2026 to June 30, 2027

App Hawaii Floriculture and Nursery Association

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	25,000			
2. Payroll Taxes & Assessments				
3. Fringe Benefits				
TOTAL PERSONNEL COST	25,000			
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	5,500			
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space	45,000			
5. Staff Training				
6. Supplies	29,034			
7. Telecommunication				
8. Utilities				
9. Airfares, domestic (floral educators)	3,000			
10. Hotel: floral educators	8,800			
11. Contractual: Floral Educators	15,500			
12. Contractual: Videography Production	37,500			
13. Contractual: Social Media Interns	6,000			
14. Researchers	88,740			
15. Student Greenhouse Assistants	34,110			
16. Postage, Shipping & Delivery	3,000			
17. Printing & Publication	1,500			
18. Rental Tour Vans	2,500			
19.				
20.				
TOTAL OTHER CURRENT EXPENSES	280,184			
C. EQUIPMENT PURCHASES				
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)	305,184			
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested		Eric S. Tanouye	808-960-1433	
(b) Total Federal Funds Requested		Name (Please type or print)	Phone	
(c) Total County Funds Requested			1/23/26	
(d) Total Private/Other Funds Requested		Signature of Authorized Official	Date	
TOTAL BUDGET	305,184	Eric S. Tanouye, President		
		Name and Title (Please type or print)		

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2026 to June 30, 2027

Applicant: _Hawaii Floriculture and Nursery Assoc

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Not applicable.			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
Not applicable.			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2026 to June 30, 2027

Applicant: __Hawaii Floriculture and Nursery As

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						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:						
JUSTIFICATION/COMMENTS: <p style="text-align: center;">Not applicable.</p>						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Hawaii Floriculture and Nursery Association _____

Contracts Total: 809,320

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	USDA Specialty Crop Block Grant FY24	4/16/25-7/16/26	USDA AMS	federal	41,318
2	(2025 HFNA Accessibility, Education and				
3	Promotional Program FY24)				
4	USDA FAS Regional Agricultural Promotion				
5	Program (RAPP) 2024	6/1/24 - 9/30/29	USDA FAS	federal	235,440
6	USDA FAS Regional Agricultural Promotion				
7	Program (RAPP) 2025	1/1/25 - 9/30/30	USDA FAS	federal	44,062
8	USDA FAS Technical Assistance for				
9	Specialty Crops (TASC) 2025	8/5/25 - 12/31/28	USDA FAS	federal	450,000
10	Hawaii Dept. of Agriculture SPP25	5/14/25 - 5/14/26	HDAB	state	19,250
11	(2025 HFNA's Education and Promotion				
12	Program 2025)				
13	Hawaii County Dept. Research & Dev. FY24	5/29/25 - 5/31/26	HI Co. Dept. R&D	county	19,250
14	(HFNA's 024-2025 Education & Promotion				
15	of Hawaii Floriculture Products FY24-25)				
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					



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: HAWAII FLORICULTURE AND NURSERY ASSOCIATION

DBA/Trade Name: HAWAII FLORICULTURE AND NURSERY ASSOCIATION

Issue Date: 01/21/2026

Status: **Compliant**

Hawaii Tax#: [REDACTED]
New Hawaii Tax#: [REDACTED]
FEIN/SSN#: [REDACTED]
UI#: No record
DCCA FILE#: 226437

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	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

Hawaii Floriculture & Nursery Association
Balance Sheet
As of December 31, 2025

	<u>Dec 31, 25</u>
ASSETS	
Current Assets	
Checking/Savings	
ARPA Account	93,000.00
HFNA GIA Breeding 20-144...	165,857.12
HFNA GIA Admin. #20-143...	611.40
HFNA Checking 20-141093	<u>37,048.98</u>
Total Checking/Savings	296,517.50
Accounts Receivable	
Accounts Receivable	<u>-3,187.12</u>
Total Accounts Receivable	<u>-3,187.12</u>
Total Current Assets	<u>293,330.38</u>
TOTAL ASSETS	<u>293,330.38</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	<u>2,650.00</u>
Total Accounts Payable	<u>2,650.00</u>
Total Current Liabilities	<u>2,650.00</u>
Total Liabilities	2,650.00
Equity	
Unrestricted Net Assets	202,336.34
Net Income	<u>88,344.04</u>
Total Equity	<u>290,680.38</u>
TOTAL LIABILITIES & EQUITY	<u>293,330.38</u>

11:20 AM
01/23/26
Cash Basis

Hawaii Floriculture & Nursery Association
Profit & Loss
January through December 2025

	<u>Jan - Dec 25</u>
Income	
Neotropica guides	442.00
Grants	
ARPA Funding	30,000.00
SCBGP	42,949.20
Grant-In-Aid	310,776.69
HI County R&D	17,350.00
HDOA Funding	15,400.00
Total Grants	<u>416,475.89</u>
Revenue	
Shinnenkai	
Endowment	2,258.00
Shinnenkai - Other	12,190.00
Total Shinnenkai	<u>14,448.00</u>
Program	
25 Fresh Look Sponsorships	13,000.00
Fresh Look Registration	13,193.00
Total Program	<u>26,193.00</u>
Reimbursement Income	13,877.88
HFNA Membership Dues	72,225.00
Total Revenue	<u>126,743.88</u>
Total Income	543,661.77
Expense	
Supplies	38,415.00
Check returned by bank	200.00
Administration Cash Match	8,569.95
Printing	42,442.07
Subscriptions & Dues	2,712.86
Insurance	3,240.00
Bank Charges	
Wire Transfer Fee	250.00
Bank Charges - Other	1,830.50
Total Bank Charges	<u>2,080.50</u>
Dues Appropriations	3,817.00
Professional Services	
Grant Administration	13,969.92
Accounting	3,952.00
Administrative	42,500.00
Total Professional Services	<u>60,421.92</u>

11:20 AM
01/23/26
Cash Basis

Hawaii Floriculture & Nursery Association
Profit & Loss
January through December 2025

	<u>Jan - Dec 25</u>
Contracted Services	
Security	1,500.00
Social Media Interns	1,000.00
Agricultural Research	106,689.00
Equipment Rentals	5,266.41
Facilities	7,447.12
Photography & Videography	20,777.06
Bus Rental for Nursery Tours	3,764.20
Floral Design Consultant	4,500.00
	<hr/>
Total Contracted Services	150,943.79
Office Supplies	416.09
Postage & Shipping	
Post Office Box Rental	234.00
Postage & Shipping - Other	2,899.25
	<hr/>
Total Postage & Shipping	3,133.25
Advertisement	716.18
Shows and Events Expense	
Food & Beverage	19,963.23
Supplies	6,776.86
Shows and Events Expense - Ot...	5,043.46
	<hr/>
Total Shows and Events Expense	31,783.55
Flowers & Foliage Expense	14,747.58
Contributions	1,500.00
Travel	
Airfare & Car Rentals	6,341.34
Hotel	18,738.90
	<hr/>
Total Travel	25,080.24
Miscellaneous	172.75
Reimbursement Expense	64,925.00
	<hr/>
Total Expense	455,317.73
	<hr/>
Net Income	88,344.04
	<hr/> <hr/>