

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


Chantal Keliioomalu (Jan 23, 2026 12:45:21 HST)

AUTHORIZED SIGNATURE

Chantal Keliioomalu, Executive Director

PRINT NAME AND TITLE

1/23/2026

DATE



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: **KAPOLEI COMMUNITY DEVELOPMENT CORPORATION**

DBA/Trade Name: **Kapolei Community Development Corporation (KCDC)**

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

Status: **Compliant**

Hawaii Tax#: [REDACTED]

New Hawaii Tax#:

FEIN/SSN#: [REDACTED]

UI#: No record

DCCA FILE#: 222802

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

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

The undersigned authorized representative of the applicant certifies the following:

- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant is awarded;
 - b) Complies with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
 - c) Agrees not to use state funds for entertainment or lobbying activities; and
 - d) Allows the state agency to which funds for the grant were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant.
- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided; and
- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
 - b) Has a governing board whose members have no material conflict of interest and serve without compensation.
- 4) The use of grant-in-aid funding complies with all provisions of the Constitution of the State of Hawaii (for example, pursuant to Article X, section 1, of the Constitution, the State cannot provide "... public funds ... for the support or benefit of any sectarian or nonsectarian private educational institution...").

Pursuant to Section 42F-103, Hawaii Revised Statutes, for grants used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant was awarded and disposes of the land in fee simple or by lease, the organization shall negotiate with the expending agency for a lump sum or installment repayment to the State of the amount of the grant used for the acquisition of the land.

Further, the undersigned authorized representative certifies that this statement is true and correct to the best of the applicant's knowledge.

Kapolei Community Development Corporation

(Typed Name of Individual or Organization)


Chantal Keliioomalu (Jan 23, 2026 12:45:21 HST)

(Signature)

Chantal Keliioomalu

(Typed Name)

1/16/2026

(Date)

Executive Director

(Title)

Application for Grants

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

I. Certification – Please attach immediately after cover page

1. 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.

2. Declaration Statement

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

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 grant will be used for a public purpose pursuant to Section 42F-102, Hawaii Revised Statutes. It directly supports the public by: improving access to essential services; facilitating community development; ensuring inclusivity and equity; and strengthening local nonprofit organizations' capacity to serve. These outcomes align with the broader goal of enhancing the well-being, quality of life, and sustainability of Hawaii's communities.

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;

Our Identity & Mission: Established in 2008, the Kapolei Community Development Corporation (KCDC) serves as the heartbeat and steward of the Kapolei homestead communities. Our mission goes beyond administrative management; we exist to foster family and cultural preservation through the pillars of community, education, and partnership. We are the non-profit engine driving the vision of the Department of Hawaiian Home Lands (DHHL) beneficiaries in the Kapolei/Ewa region, specifically serving the families of Maluohai, Kaupea, Kanehili, and Kauluokahai.

From Planning to Action: A History of Leadership KCDC was born from the community's desire to take ownership of its future. We actively led regional planning efforts, giving homesteaders a voice in the design of their neighborhoods. This dedication to excellence made KCDC the first beneficiary organization to achieve *Kulia I ka Nu'u* certification, a standard of organizational capacity that proved we were ready to manage land and infrastructure.

Our governance model reflects true community representation: our Board of Directors is comprised of the President (or their designate) from each of the four Kapolei Homestead Associations, alongside a resident representative from each. This ensures our decisions are always made *by* the community, *for* the community.

Our Foundation: Land & Sustainability: Recognizing our capacity to execute, the Hawaiian Homes Commission designated two significant land assets to KCDC to build a sustainable future:

- **The Heart (Community Use):** On a 4-acre parcel (now subdivided into specific use pads), we established the Kapolei Heritage Center (KHC). In 2024, we secured the lease for the final portion of this land ("Kipuka"), consolidating 3.25 acres to fully masterplan a gathering space that anchors our culture.
- **The Engine (Economic Sustainability):** To ensure we are not reliant solely on grants, we manage a 4.992-acre commercial parcel known as Ho'omaka. Situated at a prime intersection, this land is envisioned to generate the revenue necessary to support the Heritage Center's operations long-term.

Kapolei Heritage Center: Our *Piko* Since opening in 2016, the Kapolei Heritage Center has become the *piko* -- the navel where life begins --for our region. It is more than a facility; it is a symbol of peace, new beginnings, and connection.

- **Cultural Hub:** On any given day, the center is alive with the sounds of *'ōlelo*, ukulele, and hula classes. It hosts the *Ike Kupuna* Hula Study, the *Pili Aina* Garden Box initiative, and our annual Prince Kuhio Parade.
- **Community Support:** We serve as a home base for partner nonprofits, hosting Keiki o ka 'Āina's preschool and Alu Like's Kupuna Program, ensuring services reach our youngest and oldest residents.
- **Gathering Place:** With a certified commercial kitchen and outdoor venue space, we host the milestones of our families' lives—from baby lū'aus to graduations.

Resilience in Action: The COVID-19 Response The true test of our "human" impact came during the pandemic. When our facility was forced to shutter its doors, KCDC didn't stop -- we pivoted. We transformed from a cultural center into a lifeline. Partnering with Kamehameha Schools, the Kroc Center, and others, we addressed immediate food and housing instability. We distributed 38,000 meals, coordinated vaccination clinics, and delivered thousands of relief bags and masks. We proved that KCDC is not just a building; we are a safety net for our people.

2. The goals and objectives related to the request;

Project Purpose: Following the triumphant "soft opening" on January 4, 2026, the KCDC Sunday Night Market has transitioned from a vision to a vibrant reality. This project empowers 40 Native Hawaiian-owned enterprises annually by securing a consistent, affordable marketplace in the heart of Kapolei.

More than just a venue for commerce, the Sunday Night Market is a thriving ecosystem where crafts, culinary arts, and live music converge. Our purpose for FY2027 is to operationalize this success – ensuring: stable income for vendors; preserving cultural heritage; and fostering a deep sense of *‘ohana*. We are balancing economic necessity with cultural integrity, creating a space where commerce feels like community.

Despite their resilience, Native Hawaiian entrepreneurs face systemic economic friction. High barriers to entry -- specifically the prohibitive cost of commercial leases and lack of access to capital -- have historically stifled the growth of indigenous business.

However, the community has spoken clearly. From the 2022 Kapolei Regional Plan to the 2026 Sunday Night Market launch, the data confirms a hunger for change. Our people do not lack ambition. They lack *access*.

The Sunday Night Market removes the "overhead barrier," allowing the "garage sale" economy to graduate into a professional, sustainable marketplace. We are replacing economic disparity with a platform for visibility, networking, and intergenerational wealth building.

To sustain the momentum of our 2026 launch, KCDC has defined the following SMART and aspirational goals for the upcoming fiscal year:

Goal 1: Incubate Economic Sovereignty (Business Engine)

Objective: Solidify the Sunday Night Market as the premier low-barrier incubator for Native Hawaiian commerce.

- **Action:** Provide subsidized access to 30–40 Native Hawaiian-owned vendors weekly, moving beyond seasonal holiday fairs to a reliable year-round revenue stream.
- **FY2027 Target:** Achieve an increase in reported revenue for participating vendors compared to their baseline pre-market income.
- **Aspiration:** To see our vendors graduate from "side hustles" to full-time, self-sufficient businesses that support whole families.

Goal 2: Perpetuate Culture Through Commerce (Cultural Engine)

Objective: Curate an experience that honors *Mo‘omeheu* (Culture) by prioritizing products and services with deep cultural roots.

- **Action:** Contract cultural specialist musicians and entertainers weekly, creating paid jobs for artists while catering to the nostalgia and comfort of our *kūpuna*.

- **FY2027 Target:** Host 50 consecutive weeks of live Hawaiian music and cultural storytelling.
- **Aspiration:** To transform the market into a living museum where a purchase is not just a transaction, but a transfer of story, tradition, and identity.

Goal 3: Strengthen Business Acumen (Educational Engine)

Objective: Create a mentorship referral system that connects new entrepreneurs with established business leaders.

- **Action:** Implement the "KCDC Market Mentorship Referral Program" facilitating knowledge exchange on marketing, scaling, and compliance.
- **FY2027 Target:** Successful completion of the mentorship referral program by 15 new enterprises, resulting in improved branding and customer acquisition strategies.
- **Aspiration:** To build a network where competition is replaced by collaboration—where the success of one vendor lifts the entire homestead.

3. The public purpose and need to be served;

Public Purpose: The public purpose of the KCDC Sunday Night Market is to foster economic self-sufficiency and cultural resilience for Native Hawaiian families in the rapidly growing Kapolei/Ewa region. This project serves a dual purpose as both a business incubator and a community cohesion hub:

- **Economic Incubator:** It provides a structured, low-barrier marketplace for over 40 Native Hawaiian-owned micro-enterprises annually. By removing the overhead costs associated with brick-and-mortar leases, the project transitions "garage" businesses into sustainable, compliant commercial entities.
- **Cultural Anchor:** It serves as a modern "Village Square" for Kapolei, combating social isolation by creating a safe, drug-free gathering space that strengthens intergenerational bonds (*'Ohana*) and preserves Native Hawaiian identity (*Mo'omeheu*) through arts, music, and storytelling.

Public Need: This project addresses three specific, critical needs within the Kapolei homestead communities:

1. **Reclaiming Economic Integrity by Arresting Market Leakage:** While open-air markets are a staple of Hawaii's retail landscape, many have drifted away from supporting local producers. While Hawaii's retail sector is saturated with "Hawaiian-style" goods manufactured in China, Thailand, and the Philippines, the KCDC

Sunday Night Market is designed to reclaim the local marketplace for Native Hawaiian creators.

Currently, a significant percentage of tourist and local spending leaks out of the state economy through these imported surrogates. KCDC will disrupt this cycle by enforcing a strict "Made in Hawaii / Native Hawaiian-Owned" vendor mandate.

By strictly curating vendors who pledge that their goods are *primarily locally sourced*, KCDC fills a critical gap in the market, providing a protected venue where Native Hawaiian innovation is not forced to compete with mass-produced imports.

- 2. Addressing Systemic Economic Friction for Native Entrepreneurs:** Despite high ambition, Native Hawaiian entrepreneurs face significant barriers to entry in the standard commercial market. High commercial lease rates, lack of access to initial capital, and limited business mentorship have historically stifled indigenous wealth creation.

There is a documented need for a "middle ground" platform that allows entrepreneurs to test, scale, and professionalize their businesses without the prohibitive risk of a long-term lease. The Sunday Night Market fills this gap, providing the access necessary to bridge the divide between a "side hustle" and a living wage.

- 3. Countering Cultural Erasure and Promoting Community Reintegration:** As the Ewa plain undergoes rapid urbanization, there is a pressing need to preserve the "face" and "voice" of the host culture. Without dedicated spaces for authentic cultural practice and commerce, the region risks becoming a generic urban sprawl.

Furthermore, following the isolation of the COVID-19 pandemic, the Kapolei community -- specifically our kupuna -- has expressed a need for safe, accessible spaces to reconnect. The market satisfies this dual hunger for connection and identity by offering an environment that is physically accessible to seniors and rooted in values -- where food, music, and products reflect the history and traditions of the 'āina.

- 4. Describe the target population to be served; and**

Primary Target Population: Native Hawaiian Entrepreneurs & Micro-Enterprises. The direct beneficiaries of the Sunday Night Market's business incubator services are 40 Native Hawaiian-owned micro-enterprises and start-ups annually. This specific population is characterized by:

- **Barriers to Capital:** Individuals who possess viable products or skills but lack the capital to secure brick-and-mortar commercial leases in the high-cost Kapolei region.
- **Development Stage:** Early-stage entrepreneurs seeking to graduate from informal "side hustles" to compliant, tax-paying commercial entities.

- **Geographic Focus:** Priority is given to residents within the Department of Hawaiian Home Lands (DHHL) homesteads and the broader Kapolei/Ewa region, ensuring that local wealth is generated and retained within the community.

Secondary Target Population: The Kapolei Homestead Communities The project serves the residents of the four specific homestead associations represented by KCDC governance: Maluohai, Kaupea, Kanehili, and Kauluokahai.

- **Total Reach:** These communities represent thousands of Native Hawaiian families who have historically lacked a centralized, culturally grounded gathering place ('Piko') in the Ewa region.
- **Intergenerational Impact:** The market targets multi-generational households, providing a safe venue that caters simultaneously to *Keiki* (youth) seeking cultural connection and *Kūpuna* (elders) seeking social reintegration and accessibility.

Tertiary Target Population: Broader Ewa Plain Community. As a regional hub, the target population extends to the rapidly growing general public of Kapolei and Ewa Beach. This demographic often experiences "commuter fatigue" and social isolation due to the area's rapid urbanization. The market serves this population by providing a "third place" (outside of home and work) that fosters community cohesion, cultural education, and neighborly interaction across diverse demographics.

Specific Vulnerable Groups:

- **Kūpuna:** We specifically target seniors within the homesteads who face risks of social isolation. The market provides an ADA-compliant, safe, and drug-free environment for them to socialize, enjoy live music, and access fresh, locally sourced food.
- **Cultural Practitioners:** Musicians, hula halau, and artisans who rely on the market as a venue to perpetuate their craft and earn income in a dignified, culturally supportive setting.

5. Describe the geographic coverage.

1. **Primary Service Location (Hub):** The project activities will take place physically at the Kapolei Heritage Center, located on KCDC's land assets in Kapolei. Situated at a prime intersection within the Kapolei region, this facility serves as the "Piko" (central gathering place) for the surrounding communities. Its strategic location ensures high visibility and accessibility for both vendors and residents.
2. **Direct Beneficiary Communities (Homesteads):** The primary geographic focus encompasses the Department of Hawaiian Home Lands (DHHL) residential communities for which KCDC serves as the steward. Specifically, this project targets families residing in the four Kapolei Homestead Associations:
 - Mālu'ohai

- Kaupe‘a
 - Kānehili
 - Ka‘uluokahai
4. **Broader Regional Coverage (West O‘ahu/Ewa Plain):** While rooted in the homesteads, the geographic coverage extends to the broader Kapolei and Ewa Plain region of West O‘ahu. As the "Second City" continues to expand, the Sunday Night Market serves as a regional economic engine, drawing attendees and vendors from neighboring communities including Makakilo, Honokai Hale, and Ewa Beach. This regional approach allows the project to bridge the gap between the homestead communities and the general public, fostering economic integration across the entire district.

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;

Scope of Work: The scope of this project is to operationalize, manage, and scale the KCDC Sunday Night Market for the Fiscal Year 2027 period. This involves the weekly coordination of a community marketplace at the Kapolei Heritage Center that: serves 40 Native Hawaiian vendors per week; provides 50 weeks of paid: cultural musicians; cultural practitioners; cultural artists and musical artists; and executes a business mentorship referral program for emerging entrepreneurs.

Key Tasks:

A. Market Operations & Logistics

- **Site Management:** Coordinate weekly setup and breakdown of the market layout at the Kapolei Heritage Center, ensuring ADA accessibility, traffic flow safety, and proper waste management.
- **Compliance & Safety:** Maintain all necessary permits (Department of Health, etc.), manage liability insurance, and oversee on-site security personnel to ensure a safe environment for families and kūpuna.
- **Vendor Coordination:** Manage the weekly vendor roster, aiming for a mix of culinary, artisan, and service providers. This includes processing applications, assigning booth spaces, and ensuring vendor compliance with market rules.

B. Business Incubation & Mentorship Referral ("Educational Engine")

- **Mentorship Implementation:** Launch and facilitate the "KCDC Market Mentorship Referral Program." This involves referring Market participants to

established business leaders interested in conducting workshops on marketing, scaling, and financial literacy.

- **Technical Assistance:** Provide one-on-one assistance to new vendors regarding SAM registration, general excise tax (GET) licensing, and digital point-of-sale setup.
- **Data Tracking:** Monitor vendor progress by tracking revenue growth (targeting a increase) and graduation rates from "hobbyist" to fully licensed business.

C. Cultural Programming ("Cultural Engine")

- **Traditional Arts & Performance Booking:** Curate a weekly lineup of Native Hawaiian musicians, hula hālau, and storytellers. This task includes contract negotiation and payment processing for artists.
- **Cultural Theming:** Organize special monthly themes aligned with the Hawaiian lunar calendar or significant cultural holidays (e.g., Prince Kūhiō Day, Lā Ho‘iho‘i Ea) to drive community engagement and education.

D. Marketing & Community Outreach:

- **Promotion:** Execute a multi-channel marketing strategy (social media, coconut wireless/email blasts, community signage) to drive consistent foot traffic from the Kapolei and Ewa regions.
- **Community Feedback:** Administer surveys to attendees and vendors to measure satisfaction, safety perception, and cultural impact.

Responsibilities:

- **KCDC Board of Directors:**
 - **Responsibilities:** Provides fiduciary oversight, strategic direction, and ensures the project aligns with the KCDC mission and DHHL beneficiary needs. Approves the annual budget and reviews quarterly performance reports.
- **Executive Director:**
 - **Responsibilities:** Accountable for overall grant management, contract compliance, and high-level partnership development (e.g., securing corporate sponsors or partner non-profits). Supervises the Night Market Manager and the Site / Communications / IT Coordinator.
- **Night Market Program Manager:**
 - **Responsibilities:** The primary "boots on the ground" lead. Handles day-to-day operations, including weekly vendor scheduling, on-site dispute resolution,

logistics coordination, and safety enforcement. Serves as the main point of contact for all vendors and supervises the Groundskeeper.

- **Site Communication & Marketing / CHW:**
 - *Responsibilities:* A hybrid role responsible for the technical and physical infrastructure of KCDC operations. Manages IT systems, external communications, and site logistics. Serves as a Community Health Worker to bridge health resources with beneficiaries. Reports directly to the Executive Director.
- **Cultural Programs Manager / CHW:**
 - *Responsibilities:* Curates the Traditional Arts & Performance Booking lineup, manages artist relations, and ensures the cultural integrity of the market atmosphere. Additionally, serves as a Community Health Worker facilitating health outreach and supervises two part-time Community Health Workers.
- **Groundskeeper:**
 - *Responsibilities:* Reports directly to the Night Market Manager. Responsible for physical site operations, including the weekly setup and breakdown of the market layout and equipment. Manages waste disposal and general site maintenance to ensure a safe, clean, and ADA-accessible environment for vendors and attendees.
- **Community Health Workers (2 Part-Time Positions):**
 - *Responsibilities:* Report directly to the Cultural Program Manager. Responsible for engaging with market attendees and homestead residents to provide health education, resource navigation, and community wellness support during market operations.
- **Grant Compliance Specialist (Contractor):**
 - *Responsibilities:* Acts as an independent third-party specialist responsible for the full lifecycle of grant regulatory compliance. Executes financial administration, including bookkeeping for market revenue/expenses, and manages State fund drawdown requests to ensure audit readiness and strict adherence to GIA deliverables.

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

Quarter 1: Stabilization & Cohort Recruitment (July 2026 – September 2026)

- Administrative: Finalize grant contract execution and hire/retain key project staff (Program Manager - Sunday Night Market), Cultural Coordinator).

- **Market Operations:** Conduct a "6-Month Post-Launch Review" of the initial market operations (from Jan-June 2026) to identify logistical improvements.
- **Mentorship Referral Program:** Refer interested vendors to established business leaders. Select 15 high-potential Native Hawaiian vendors for the program.
- **Cultural:** Secure Traditional Arts & Performance Booking contracts for the fall season; host a "Back to School" community event at the market to drive local engagement.

Quarter 2: Peak Season & Economic Scaling (October 2026 – December 2026)

- **Market Operations:** Scale up operations for the holiday season (Holiday Craft Fair integration). Expand vendor capacity temporarily to accommodate seasonal demand.
- **Cultural:** Host the annual "KCDC Holiday Light & Sound" event within the market, featuring choir performances and specialized holiday vendors.
- **Data Collection:** Conduct mid-year vendor surveys to track revenue trends during the peak holiday shopping period.

Quarter 3: Cultural Focus & Compliance Check (January 2027 – March 2027)

- **Market Operations:** Celebrate the 1-Year Anniversary of the Sunday Night Market with a major community event.
- **Mentorship Program:** Focus shifts to Compliance & Finance. Vendors are referred to workshops held on: GET filing; tax preparation; and scaling production.
- **Cultural:** Coordinate the "Prince Kūhiō Celebration" market in March. Feature specific workshops on traditional Hawaiian arts (weaving, kapa) integrated into the market experience.
- **Evaluation:** Review Q1 & Q2 data. Adjust marketing strategies if attendance targets are not being met.

Quarter 4: Evaluation, Impact Review & Sustainability (April 2027 – June 2027)

- **Mentorship Referral Review:** Conduct closing interviews with the 15 referred vendors to verify they utilized the external training resources and established connections with business mentors.
- **Market Operations:** Finalize vendor roster for the upcoming fiscal year. Conduct annual maintenance of market equipment (tents, lighting, electrical).
- **Reporting:** Compile all economic impact data (revenue generated, jobs supported) and cultural impact feedback. Draft and submit the Final Report to the State.
- **Sustainability:** Launch the vendor retention strategy for FY2028, ensuring the market can sustain operations independent of full grant reliance if necessary.

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

Quality Assurance and Evaluation

1. **Quality Assurance (QA): Maintaining Standards:** To ensure the Sunday Night Market maintains high operational standards and cultural integrity, KCDC will implement the following QA measures:
 - **Vendor Compliance & Authenticity Checks:** The Program Manager Sunday Night Market will conduct weekly inspections to ensure all vendors adhere to Department of Health regulations (for food service) and product liability requirements. Additionally, a "Product Audit" will be conducted quarterly to ensuring goods sold align with the market's mission of supporting local and Native Hawaiian-made products, rather than mass-produced resale items.
 - **Site Safety Protocols:** A monthly "Site Hazard Review" of the Kapolei Heritage Center grounds will be performed to identify and rectify potential risks (e.g., electrical load balancing for food trucks, lighting adequacy in parking areas, and walkway accessibility for kūpuna).
 - **Staff Training:** All market staff and volunteers will undergo training in conflict resolution and emergency response procedures to ensure a safe, welcoming environment for all attendees.
2. **Evaluation Plan: Measuring Success:** We will monitor progress using the SMART goals defined in our proposal, utilizing both quantitative and qualitative tools:
 - **Quantitative Metrics ("Hard" Data):**
 - **Economic Growth:** We will track aggregate (anonymized) vendor revenue trends quarterly to measure progress toward our goal of an increase in baseline income.
 - **Business Incubation:** We will track the number of businesses that successfully complete the mentorship referral program (Target: 15) and the number of new business licenses/permits acquired by our vendors.
 - **Participation:** Weekly logs will track the number of Native Hawaiian-owned vendors (Target: 40/week) and paid cultural artists (Target: 50 weeks).
 - **Qualitative Metrics (The "Human" Data):**
 - **Community Sentiment Surveys:** We will administer digital and intercept surveys to attendees to measure "Sense of Place." Key questions will assess if residents feel the market improves their connection to the community and provides a safe space for their families.

- Vendor Satisfaction Index: Quarterly feedback sessions with vendors to assess the effectiveness of KCDC's support services, marketing efforts, and facility management.

3. Continuous Improvement (Feedback Loop)

- Monthly Performance Reviews: The Project Director and Program Manager Sunday Night Market will review key performance indicators (KPIs) monthly. If metrics (such as attendance or vendor revenue) fall below 85% of the target for two consecutive months, a Corrective Action Plan will be triggered. This may involve pivoting marketing strategies, adjusting operating hours, or bringing in external consultants.
 - Vendor Advisory Council: To ensure we are "building with, not just for" our beneficiaries, KCDC will establish a rotating council of 3-5 active vendors. This group will meet quarterly with leadership to provide direct feedback on operational pain points and suggest improvements from the vendor perspective.
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.

To strictly monitor the achievement of the project's objectives, KCDC will report the following Standard Measures of Effectiveness to the expending agency on a quarterly and final basis:

1. Economic Development Measures

- Total Micro-Enterprises Served: The total number of distinct Native Hawaiian-owned businesses participating in the market per quarter.
 - *Target*: 30 - 40 vendors per week / 60+ distinct vendors annually. "Vendor" is defined as "someone participating in at least one Night Market."
- Business Mentorship Referrals: The number of vendors who are successfully connected to and utilize external business development resources or mentorships through the KCDC referral network.
 - *Target*: 15 vendors confirming utilization of referred resources.
- Revenue Growth (Aggregate): The percentage increase in self-reported gross revenue for the mentorship referrals comparing the start of the fiscal year to the end of the fiscal year.
 - *Target*: 20% average growth.

- **New Business Certifications:** The number of participating vendors who acquire new formal business documentation during the grant period (e.g., GE Tax Licenses, Trade Name registrations, or Liability Insurance policies).
 - *Target:* 10 vendors regularizing their business status.

2. Cultural & Community Measures:

- **Cultural Employment Created:** The number of contracts executed for Native Hawaiian cultural practitioners, musicians, and entertainers.
 - *Target:* 50 weeks of paid cultural performance.
- **Community Engagement (Attendance):** The estimated total foot traffic/attendance at the Sunday Night Market events.
 - *Target:* Maintain an average of 800+ attendees per week.
- **Beneficiary Satisfaction:** The percentage of surveyed attendees (specifically from the four Homestead Associations) who report that the market "increases their sense of cultural pride and community safety."
 - *Target:* 85% positive sentiment in quarterly surveys.

3. Operational Stability Measures:

- **Vendor Retention Rate:** The percentage of vendors who renew their booth space contracts month-over-month.
 - *Target:* 75% retention rate (indicating a stable and profitable marketplace).

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
\$92,544.25	\$92,544.25	\$92,544.25	\$92,544.25	\$370,177

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2026 to June 30, 2027

Applicant: Kapolei Community Development Corporation

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	139,950		82,450	
2. Payroll Taxes & Assessments	27,990		6,307	
3. Fringe Benefits	11,432		8,440	
TOTAL PERSONNEL COST	179,372		97,197	
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 - Office	1,200			
7. Telecommunication				
8. Utilities				
9. Cultural Practitioners	83,200			
10. Sound Person	16,500			
11. Event Supplies	9,600			
12. Marketing	19,573		17,400	
13. Cleaners	17,532			
14. Grant Compliance Specialist	24,000		24,000	
15. Rubbish Service	2,400			
16. Security	16,800			
17. Program Supplies			11,403	
18.				
19.				
20.				
TOTAL OTHER CURRENT EXPENSES	190,805		52,803	
C. EQUIPMENT PURCHASES				
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)	370,177		150,000	
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	370,177	Chantal Keliihoomalu, Executive Director (808) 358-4215		
(b) Total Federal Funds Requested		Name (Please type or print) Phone		
(c) Total County Funds Requested	150,000	 1/23/2026		
(d) Total Private/Other Funds Requested		Signature of Authorized Official Date		
TOTAL BUDGET	520,177	Chantal Keliihoomalu, Executive Director Name and Title (Please type or print)		

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2026 to June 30, 2027

Applicant: Kapolei Community Development Corp

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
N/A			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				

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

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2026 to June 30, 2027

Applicant: Kapolei Community Development Co

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					
LAND ACQUISITION	N/A					
DESIGN	N/A					
CONSTRUCTION	N/A					
EQUIPMENT	N/A					
TOTAL:						
JUSTIFICATION/COMMENTS:						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Kapolei Community Development Corporation Contracts Total: 11,236,000

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	Homestead Community Benefit Agreement (HCBA) is 4% of DeBartolo annual lease rent from DHHL	12/2014 - 11/2079	Department of Hawaiian Homelands	State of Hawaii	\$9,406,800
2	AHA is a contract to provide research deliverables	3/13/24 - 3/12/2029	University of Hawaii & Dept of Native Hawaiian Health (DNHH)/ RCUH	State of Hawaii	\$90,000
3	Pili Aina Garden Box	07/01/23 - 6/30/2028	University of Hawaii & Dept of Native Hawaiian Health (DNHH)	State of Hawaii	\$640,000
4	Ike Kupuna Hula study	6/27/23 - 6/26/2027	Washington State University, UH JABSOM DNHH, and BYUH	Washington State University	\$114,000
5	RFP HHL 24-002	7/2024 - 6/2027	Dept of Hawaiian Homelands (DHHL)	State of Hawaii	\$215,200
6	RFP HHL 24-003	7/2024-6/2032	Dept of Hawaiian Homelands (DHHL)	State of Hawaii	\$200,000
7	RFP HHL 24-004; strategic planning funding	7/2024 - 6/2032	Dept of Hawaiian Homelands (DHHL)	State of Hawaii	\$20,000
8	Economic Development Category	6/2025 - 5/2026	Office of Hawaiian Affairs (OHA)	State of Hawaii	\$400,000
9	City & County of Honolulu GIA	11/2025 - 10/2026	Department of Community Services	City & County of Honolulu	\$150,000
10					
11					
12					
13					
14					
15					
16					
17		10			Application for Grants

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2027. City and County of Honolulu Grant In Aid, OHA grants, DHHL grants, other foundation grants.
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. N/A
5. The applicant shall provide a listing of all federal, state, and county government contracts, grants, and grants in aid it has been granted within the prior three years and will be receiving for fiscal year 2027 for program funding.
State of Hawaii Department of Hawaiian Homelands 12/2014 – 11/2079, State of Hawaii University of Hawaii & Department of Native Hawaiian Health RCUH 3/2024 – 3/2029, State of Hawaii University of Hawaii & Department of Native Hawaiian Health RCUH 3/2023 – 3/2028, Washington State University & University of Hawaii 6/2023 – 6/2027, State of Hawaii Department of Hawaiian Homelands 7/2024 – 6/2027, State of Hawaii Department of Hawaiian Homelands 7/2024 – 6/2032, State of Hawaii Department of Hawaiian Homelands 7/2024 – 6/2032, State of Hawaii Office of Hawaiian Affairs 6/2025 – 5/2026, City and County of Honolulu Department of Community Services Grant in Aid 11/2025 – 10/2026.
6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2025. \$1,218,987

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.

A. Applicant Experience and Appropriateness: The Kapolei Community Development Corporation (KCDC) possesses over 15 years of proven experience in community-based economic development, facility management, and large-scale project execution. Established in 2008, KCDC has evolved from a volunteer board into a professionally staffed non-profit capable of managing complex federal and state contracts.

We are uniquely appropriate to provide the proposed service (The Sunday Night Market) because we successfully manage the two exact components required for a thriving marketplace: Commercial Property Management and Cultural Community Programming.

1. **Commercial Development Experience:** KCDC has already demonstrated success in commercial real estate through the development of the Ho‘omaka Marketplace. In partnership with KZ Companies, LLC, we successfully opened this 4.992-acre commercial center in December 2023. This project currently generates approximately \$500,000 annually to support our non-profit operations, proving our ability to navigate leasing, site logistics, and revenue generation strategies—skills directly transferable to managing market vendors.
2. **Venue & Logistics Management:** KCDC owns and operates the Kapolei Heritage Center (KHC), the regional "piko" (hub) for the Kapolei homesteads since 2016. We have successfully managed this facility as a venue for hula classes, community meetings, and private events. Our logistical capability was stress-tested during the COVID-19 pandemic, where we pivoted operations to distribute 38,000 meals and coordinate vaccination clinics for thousands of residents. This demonstrates our capacity to manage high-volume crowds, safety protocols, and complex logistics required for a weekly night market.
3. **Fiscal Accountability:** KCDC has a robust history of fiscal stewardship, currently managing a diversified portfolio of funding. This includes the administration of the Homestead Community Benefit Agreement, which provides \$144,720 annually, and multiple federal/university research grants totaling over \$750,000. Our organization maintains "Compliant" status with all state agencies (verified Certificate of Vendor Compliance dated 01/09/2025).

B. Verifiable Experience of Related Projects (Recent 3 Years): The following list details KCDC’s most recent verifiable projects that demonstrate our capability to execute the proposed Sunday Night Market:

- **1. Ho‘omaka Marketplace Development (2023 – Present)**
 - **Scope:** Partnered to develop and open a commercial retail center on DHHL land.
 - **Relevance:** Demonstrates high-level business acumen, commercial lease management, and the ability to generate sustainable revenue streams.
 - **Outcome:** Marketplace opened in Dec 2023; generates ~\$500,000/year for KCDC missions.
- **2. "Pili ‘Āina" and "Ike Kupuna" Health & Cultural Grants (2023 – Ongoing)**
 - **Scope:** Managing Principal Investigator roles for research sub-awards from the University of Hawaii (JABSOM) and Washington State University.
 - **Relevance:** Demonstrates ability to manage federal pass-through funds, execute strict reporting deliverables, and coordinate culturally grounded programming.
 - **Value:** \$640,000 (Pili ‘Āina) and \$114,000 (Ike Kupuna).

- **3. Dept. of Hawaiian Home Lands (DHHL) Cultural Program Expansion (2024)**
 - Scope: Contracted to expand existing cultural programs, including *‘ōlelo* (language) and ukulele classes, and board & stone workshops.
 - Relevance: Proves our capacity to curate and manage the "Cultural Engine" component of the Night Market (hiring artists, scheduling classes).
 - Value: \$215,200.

- **4. Homestead Community Benefits Agreement Management (Ongoing)**
 - Scope: Management of lease revenue sharing from the DeBartolo development for the benefit of the four Kapolei homesteads.
 - Relevance: Demonstrates long-term fiduciary responsibility and transparent distribution of resources to beneficiaries.
 - Value: \$144,720 annually.

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID					
1	Homestead Community Benefit Agreement (HCBA) is 4% of DeBartolo annual lease rent from DHHL	12/2014 - 11/2079	Department of Hawaiian Homelands	State of Hawaii	\$9,406,800
2	AHA is a contract to provide research deliverables	3/13/24 - 3/12/2029	University of Hawaii & Dept of Native Hawaiian Health (DNHH)/ RCUH	State of Hawaii	\$90,000
3	Pili Aina Garden Box	07/01/23 - 6/30/2028	University of Hawaii & Dept of Native Hawaiian Health (DNHH)	State of Hawaii	\$640,000
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8	Economic Development Category	6/2025 - 5/2026	Office of Hawaiian Affairs (OHA)	State of Hawaii	\$400,000
9	City & County of Honolulu GIA	11/2025 - 10/2026	Department of Community Services	City & County of Honolulu	\$150,000

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.

A. Existing Facilities & Assets: KCDC currently manages two significant land assets designated by the Hawaiian Homes Commission within the Kapolei region. These distinct parcels serve complementary roles: one for community programming and one for economic sustainability.

1. The Kapolei Heritage Center (Community Hub)

- **Location & Tenure:** Situated on a 4-acre parcel *mauka* of the DHHL office building. KCDC currently holds the lease for 3.25 acres of this site (Parcel 1), specifically consolidated to masterplan the region's gathering space.
- **Current Infrastructure:** Since opening in 2016, this facility has served as the "piko" (center) for the Kapolei homesteads.
 - **Classrooms & Programming Space:** Hosting *'ōlelo*, ukulele, and hula classes.
 - **Certified Commercial Kitchen:** A fully certified facility used for community food security programs and culinary entrepreneurship.
 - **Outdoor Venue:** An open-area venue used for the Sunday Night Market, Prince Kūhiō Parade, and family milestones like baby lū'aus and graduations.

2. Ho'omaka Marketplace (Economic Engine)

- **Location:** A 4.992-acre commercial parcel located at the prime intersection of Kualaka'i Parkway and Kapolei Parkway, adjacent to the Kānehili Community Association Park.
- **Function:** Developed in partnership with KZ Companies and opened in December 2023, this commercial center generates approximately \$500,000 annually. These revenues are contractually designated to support the operations and maintenance of the Kapolei Heritage Center, ensuring that the new facilities requested in this grant will not become a financial burden on the State.

B. Future Facilities: The primary focus of our future GIA requests will be to fund the Master Planning and Design for the expansion of the Kapolei Heritage Center (Phases II & III).

- **Hālau (Phase II):** A large, covered gathering structure capable of accommodating 350 individuals. This facility addresses the critical lack of indoor assembly space for the 1,046+ homestead families .
- **Administrative & Cultural Complex (Phase III):** A dedicated building featuring:
 - Office suites for KCDC and the four Kapolei Homestead Associations.
 - Expanded classroom space for youth and preschool programs.
 - A gallery dedicated to honoring the legacy of Prince Jonah Kūhiō Kalaniana'ole.

C. Accessibility (ADA Compliance): All existing KCDC facilities are fully ADA compliant, ensuring accessibility for our *kūpuna* and residents with disabilities. The proposed designs for Phases II and III will strictly adhere to all state and federal accessibility standards to ensure inclusivity for all beneficiaries.

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.

A. **Proposed Staffing Pattern**; To ensure fiscal efficiency and operational agility, KCDC has designed a staffing pattern that relies on a lean "Core Team" of four (4) funded payroll employees supported by specialized technical contractors.

1. Core Project Staff (Payroll) *The following positions are funded directly through the grant's Personnel cost category (Budget Page 7):*

Executive Director (0.35 FTE): Chantal Keliioomaluu

- **Role & Leadership**: Ms. Keliioomaluu spearheads KCDC's commitment to sustainable development that respects the distinctive culture and natural resources of the Kapolei area. With over a decade of experience working with the Hawaiian community, she leads the four homesteads in the Honouliuli ahupua'a—Malu'ohai, Kaupe'a, Kanehili, and Ka'uluokaha'i.
- **Responsibilities**: Her role involves high-level strategic planning, financial oversight, and establishing brand identity for KCDC programs. She manages the expansion of the Kapolei Heritage Center (Phase 1), acts as Principal Investigator for culturally appropriate health grants, and is driving the creation of this night market for community economic development. Her vision is to establish a thriving *kipuka* for beneficiaries, ensuring the market fosters community cohesion and resilience for the next seven generations.
- **Qualifications**: Ms. Keliioomaluu holds a master's in social work and a bachelor's in Social Work from the University of Hawaii, both with a focus on Native Hawaiian Studies. She possesses over five years of leadership experience in non-profit management and a deep understanding of Hawaiian culture and community dynamics.

Sunday Night Market Program Manager (1.0 FTE)

- **Role**: The operational lead responsible for the weekly execution of the market.
- **Responsibilities**: Oversees vendor scheduling, logistics, and safety protocols. Crucially, this role manages the "Cultural Engine," acting as the primary point of

contact for the rotating lineup of cultural practitioners to ensure the market remains an authentic space for Native Hawaiian practice.

- **Supervision:** Directly supervises the Groundskeeper and coordinates all on-site contractors.

Site Communication & Marketing (0.33 FTE)

- **Role:** Community engagement and digital operations lead.
- **Responsibilities:** Manages the market's social media presence to drive foot traffic. Acts as the on-site liaison for community health initiatives, bridging the gap between health resources and market attendees. This position fulfills the community health outreach functions identified in the organizational chart.

Groundskeeper (1.0 FTE)

- **Role:** Dedicated site maintenance and logistics support.
- **Responsibilities:** Executes physical site setup (tents, lighting), manages waste station rotation, and ensures the site remains safe and ADA-accessible throughout the event.

2. Key Contracted Services: *To maintain high service capacity without inflating the payroll burden, specialized functions are executed by third-party contractors (Budget Page 6):*

- **Grant Compliance Specialist (\$24,000):** An independent contractor retained to ensure strict regulatory compliance, financial reporting, and audit readiness. This ensures a clear separation of duties from the operational staff.
- **Cultural Practitioners (\$83,200):** Rather than a single administrative manager, KCDC allocates funds to hire a diverse rotation of Native Hawaiian musicians, artisans, and practitioners directly.
- **Sanitation & Security:** KCDC contracts professional **Cleaners (\$17,532)** for deep sanitation of food areas and **Security (\$16,800)** for crowd control, supplementing the daily work of the Groundskeeper.

B. Proposed Service Capacity The proposed structure ensures KCDC can sustain the Sunday Night Market at full capacity (weekly operations) without staff burnout. By isolating the "Grant Compliance" function to a dedicated specialist, the Program Manager and Executive Director are freed to focus entirely on market growth and vendor support. Furthermore, utilizing a "Contracted" model for Cultural Practitioners allows the market to feature a wider variety of talent than a single in-house cultural manager could provide, directly increasing the service capacity to the community.

C. Supervision and Training KCDC maintains a clear chain of command to ensure accountability:

- **Supervision:** The Executive Director reports directly to the Board of Directors and provides supervision for the Program Manager and Site Communication Lead. The Program Manager directly supervises the Groundskeeper and manages all on-site contractors.
- **Administrative Direction:** Fiscal and administrative direction is reinforced by the Grant Compliance Specialist, who provides monthly oversight of expenditures to ensure alignment with State GIA requirements.
- **Training:** Ms. Keliioomalulu fosters a collaborative, inclusive, and culturally sensitive work environment. All staff undergo orientation regarding KCDC policies and Native Hawaiian cultural values. Vendor training is conducted by the Program Manager to ensure adherence to the "primarily locally sourced" product standard.

2. Organization Chart

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

3. Compensation

The applicant shall provide an annual salary range paid by the applicant to the three highest paid officers, directors, or employees of the organization by position title, not employee name.

Executive Director \$90,000
Homestead Night Market Program Manager \$65,000
Site Communication & Marketing \$65,000

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

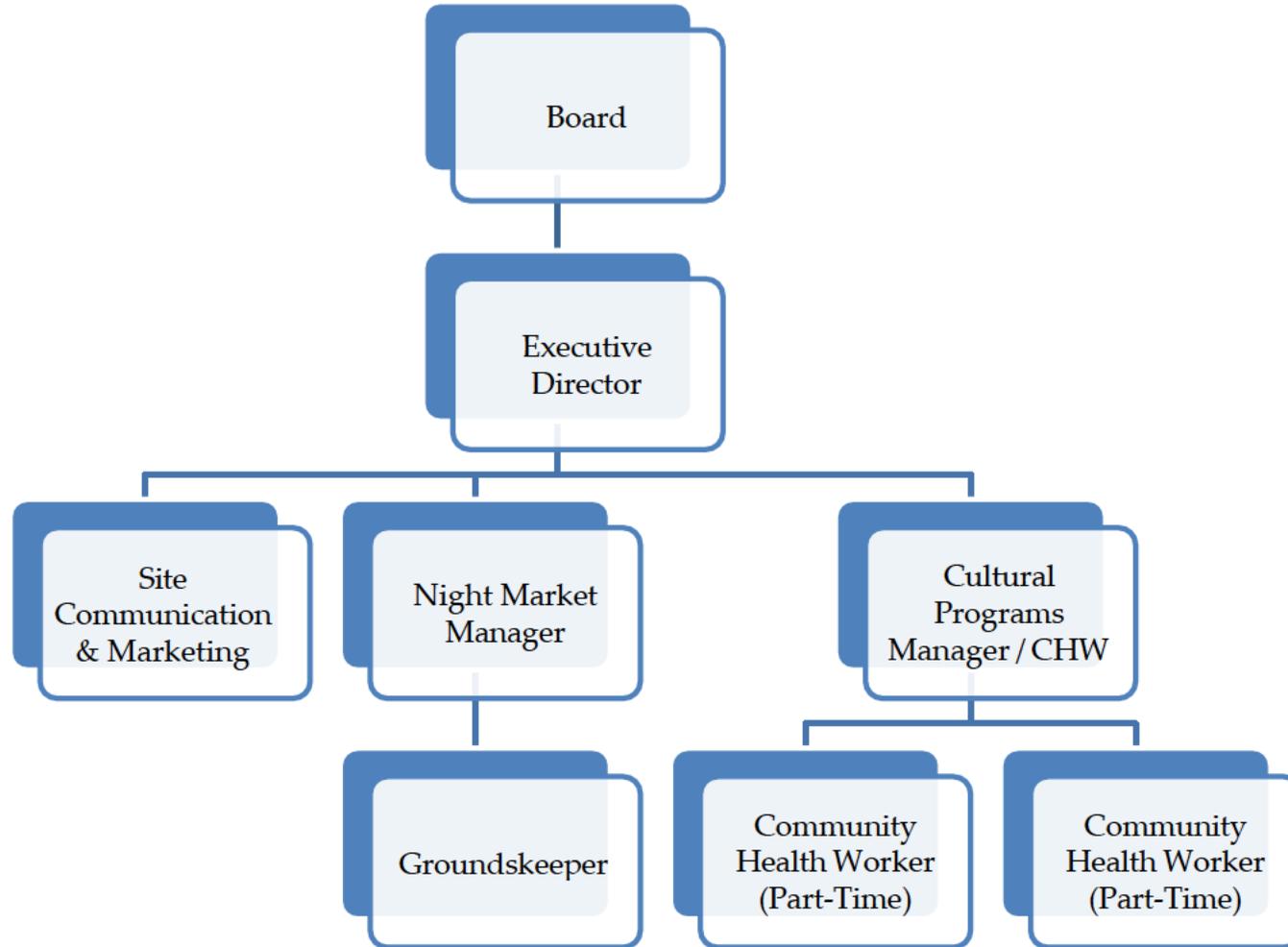
2. Licensure or Accreditation

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



KAPOLEI
COMMUNITY
DEVELOPMENT
CORPORATION

P.O. Box 75658 Kapolei, HI 96707-0658



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
- (b) Not received by the applicant thereafter.

KCDC views the FY 2027 GIA funding as a strategic investment to build capacity and infrastructure, rather than a recurring operational crutch. Our model is designed to use these funds to establish a foundation that will remain viable without continued state funding after FY 2027. If state funding ceases, KCDC will sustain the activity through a three-pronged strategy: Proactive Revenue Diversification, Earned Income Generation, and Operational Efficiency:

1. **Revenue Diversification & Strategic Philanthropy:** To immunize our operations against the loss of any single funding stream, KCDC is executing a multi-channel fundraising strategy:
 - National & Federal Grant Acquisition: We are actively leveraging our grant writing capacity to pivot from local-only funding to larger, multi-year federal opportunities (e.g., ANA, HUD) and national foundations that support indigenous community development.
 - Strategic Corporate Partnerships: Moving beyond simple donations, we are establishing structured corporate partnerships. This includes multi-year sponsorship agreements where local corporations receive tangible visibility and community engagement benefits in exchange for reliable annual funding.
 - Donor Stewardship & Recurring Giving: We are professionalizing our individual giving program by launching a monthly recurring donor circle. By digitizing our donor management and implementing regular impact reporting, we aim to increase unrestricted operating revenue that can fill gaps left by restricted government grants.

2. **Earned Income & Social Enterprise Models:** The strongest guarantee of sustainability is the ability to generate independent revenue. KCDC is operationalizing the following fee-for-service models to support program costs:
 - **Fee-Based Programming:** We will transition specific high-demand workshops and technical training components to a sliding-scale fee model. This ensures accessibility for beneficiaries while generating revenue from institutional partners or able-to-pay participants.
 - **Monetization of Assets:** We are developing a catalog of scalable products -- such as digital training resources, cultural consulting services, and facility usage fees -- that use our existing assets to generate unrestricted income.
 - **Social Enterprise Development:** KCDC is actively developing mission-aligned business ventures (e.g., cultural tourism initiatives or artisanal marketplaces) that capitalize on Hawaii's unique market strengths to subsidize non-profit operations.
3. **Organizational Capacity & Cost-Sharing:** We are building a lean, resilient organization capable of weathering funding fluctuations:
 - **Strategic Collaboration:** We have established MOUs with complementary non-profits to "pool" resources. By sharing administrative costs, facilities, or specialized staff with partner organizations, we reduce our overhead burden while maintaining service levels.
 - **Board & Staff Development:** We are investing in "Culture of Philanthropy" training, ensuring that every board member and staffer is equipped to act as an ambassador for fundraising.
 - **Data-Driven ROI:** We are implementing rigorous impact tracking to prove "Return on Investment" to future private investors. By effectively communicating our success metrics (e.g., families served, economic impact on Homesteads), we position KCDC as a high-value partner for private investment.

KCDC is committed to financial resilience. While the FY 2027 GIA award will provide critical acceleration for our programs, our diversified income strategy and focus on self-generated revenue ensure that we will continue to serve Hawaii's Native Hawaiian Homestead communities long after the grant period concludes. We are prepared to sustain this impact through fiscal discipline and entrepreneurial growth.

Kapolei Community Development Corporation_OP

Final Audit Report

2026-01-23

Created:	2026-01-23
By:	Marie Villa (marivia7@gmail.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAA0_nkB_Eak_L0eU9oxogxNmh3cnkYiF8i

"Kapolei Community Development Corporation_OP" History

-  Document created by Marie Villa (marivia7@gmail.com)
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-  Document emailed to Chantal Keliioomaluu (executivedirector@kapoleiheritage.org) for signature
2026-01-23 - 10:40:30 PM GMT
-  Email viewed by Chantal Keliioomaluu (executivedirector@kapoleiheritage.org)
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-  Document e-signed by Chantal Keliioomaluu (executivedirector@kapoleiheritage.org)
Signature Date: 2026-01-23 - 10:45:21 PM GMT - Time Source: server- IP address: 172.59.58.195
-  Agreement completed.
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