

## 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 ( ✓ )
  - b) Personnel salaries and wages ( ✓ )
  - c) Equipment and motor vehicles ( ✓ )
  - d) Capital project details ( ✓ )
  - e) Government contracts, grants, and grants in aid (    )
- 7) Experience and Capability
- 8) Personnel: Project Organization and Staffing

*PAMELA SUNPAP*                      PAMELA SUNPAP                      1/23/20  
AUTHORIZED SIGNATURE                      PRINT NAME AND TITLE                      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:** MAUI CHAMBER OF COMMERCE

**DBA/Trade Name:** Maui Chamber of Commerce

**Issue Date:** 01/23/2026

**Status:** **Compliant**

Hawaii Tax#: [REDACTED]  
New Hawaii Tax#: [REDACTED]  
FEIN/SSN#: [REDACTED]  
UI#: XXXXXX0865  
DCCA FILE#: 4783

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

## 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

#### **3. Public Purpose**

The applicant shall specify whether the grant will be used for a public purpose pursuant to

### **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;
2. The goals and objectives related to the request;
3. The public purpose and need to be served;
4. Describe the target population to be served; and
5. Describe the geographic coverage.

### **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;
2. Provide a projected annual timeline for accomplishing the results or outcomes of the service;
3. Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results; and
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.

#### **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 ( )
  - b. Personnel salaries and wages ( )
  - c. Equipment and motor vehicles ( )
  - d. Capital project details ( )
  - e. Government contracts, grants, and grants in aid ( )
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
\$175,000	\$130,000	\$120,000	\$75,000	\$500,000

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.

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

## **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.

### **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.

## **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.

### **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.

**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.

**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.

**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  
for the relevance of this question.

**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.

**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.

Maui Chamber of Commerce

(Typed Name of Individual or Organization)

*Pamela Tumpap*  
(Signature)

1/23/26  
(Date)

Pamela Tumpap

(Typed Name)

President

(Title)

## **Maui Manufacturing Excellence & Growth Pilot Program Overview**

The Maui Manufacturing Excellence & Growth Pilot is a results-driven operating initiative that expands the economic impact of the Made in Maui County Festival into a year-round manufacturing growth program serving businesses on Maui, Moloka'i, and Lāna'i. Since 2014, the Festival has served as a powerful market engine for local manufacturers, generating more than \$6.1 million in aggregate retail sales, 8,757 wholesale leads, and 1,924 new wholesale accounts, while delivering a 426% return on County investment.

Year 1 of the pilot will support an initial cohort of 40 manufacturers through direct microgrants, shared services, targeted training, and coordinated market access activities. Participating manufacturers will receive assistance to improve operational readiness, compliance, pricing, and production capacity, while expanding retail, wholesale, and corporate sales opportunities. The program intentionally leverages existing State and University of Hawai'i resources by preparing manufacturers to successfully access technical assistance, food innovation, and export readiness programs.

Recognizing current fiscal constraints, the pilot is designed as a disciplined Phase 1 investment, focused on demonstrating measurable outcomes and strong returns on public funds. Results from Year 1 will inform program refinement and provide a data-driven foundation for thoughtful expansion, ensuring that future investments are guided by proven performance and community benefit.

### **I. CERIFICATIONS**

1. Please see attached Hawaii Compliance Express Certification
2. Please see the attached Declaration Statement

### **II. BACKGROUND & SUMMARY**

#### **APPLICANT'S BACKGROUND**

The Maui Chamber of Commerce is the largest cross-sector business organization in Maui County, representing businesses across Maui, Moloka'i, and Lāna'i. The Chamber has served as a trusted convener, advocate, and economic development partner supporting local businesses, workforce stability, and diversified economic growth since 1910.

Dating back to the early 1980's, the Maui Chamber of Commerce established the Made In Maui trade program that expanded beyond agriculture to include Maui grown and Maui manufactured products using a value added standard and a recognized seal to promote local pride and local purchasing. Over the years efforts expanded. Since 2014, the Maui Chamber has produced the annual Made in Maui County Festival, a nationally recognized

marketplace that supports local manufacturers by generating direct retail sales, wholesale relationships, and long-term business growth. Over a 12-year period, the Festival has generated more than \$6.1 million in aggregate retail sales, supported 497 first-time manufacturing businesses, produced 1,924 new wholesale accounts, and delivered a 426.44% return on County investment—demonstrating the Chamber’s ability to responsibly steward public funds and deliver measurable economic outcomes.

## **GOALS & OBJECTIVES**

The goal of the Maui Manufacturing Excellence & Growth Pilot is to extend the proven success of the Made in Maui County Festival into a year-round manufacturing support initiative that strengthens the capacity, competitiveness, and sustainability of manufacturers based on Maui, Moloka’i, and Lāna’i.

Specific objectives include:

- Expanding manufacturer revenue through enhanced retail, wholesale, and corporate market access
- Reducing barriers to scale through targeted microgrants and shared services
- Strengthening operational readiness, compliance, and production capacity
- Preparing manufacturers to successfully access existing State, University of Hawai’i, and export-focused programs
- Demonstrating measurable ROI in Year 1 to justify thoughtful program expansion over time

## **PUBLIC PURPOSE TO BE SERVED**

This grant serves a clear public purpose by supporting local manufacturing as a driver of economic diversification, job creation and retention, and community resilience. By strengthening small and emerging manufacturers, the program increases local economic circulation, reduces reliance on imported goods, and supports value-added production connected to agriculture, creative industries, retail, and the visitor economy.

The program aligns with State economic development goals by fostering sustainable, place-based manufacturing growth while maximizing the impact of existing public investments through coordination and readiness-building.

## **DESCRIBE TARGET POPULATION TO BE SERVED**

The target population includes small and emerging manufacturers based on Maui, Moloka'i, and Lāna'i across multiple sectors, including:

- Food and beverage manufacturing
- Bath and body products
- Apparel and textile-based products
- Jewelry, art, and creative goods
- Home décor and accessories

Priority will be given to manufacturers already engaged through the Made in Maui County network, including a cohort of 40 manufacturers who have committed to participating in a manufacturing task force to explore shared solutions and growth opportunities.

## **DESCRIBE THE GEOGRAPHIC COVERAGE**

The program will serve manufacturers located throughout Maui County, including Maui, Moloka'i, and Lāna'i, with activities centralized through the Maui Chamber of Commerce and coordinated countywide. While the pilot is locally focused, it is intentionally designed to inform future statewide replication.

## **III. SERVICE SUMMARY & OUTCOMES**

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

The Maui Chamber of Commerce will implement a structured, cohort-based pilot that includes:

- Coordination of a Maui County Manufacturing Task Force
- Distribution of targeted microgrants to address immediate scale barriers
- Market access activation through buyer engagement, wholesale readiness, and corporate gifting opportunities

- Delivery of training and shared services related to pricing, compliance, production planning, and market readiness
- Referrals and coordination with State and University of Hawai'i resources, including export readiness and food innovation centers

#### **Projected Timeline (12 Months)**

- Quarter 1: Manufacturer assessments, baseline metrics, microgrant deployment
- Quarter 2: Training delivery, shared services implementation, buyer engagement
- Quarter 3: Revenue acceleration, wholesale placements, partner referrals
- Quarter 4: Outcome measurement, ROI reporting, replication planning

#### **Measures of Effectiveness**

- Aggregate sales growth generated by participating manufacturers
- Number of new or expanded wholesale and retail accounts
- Jobs created or retained
- Manufacturer readiness to access State, University, and export programs
- Return on public investment

## **IV. FINANCIAL**

### **Budget**

The applicant requests \$500,000 in operating funds for Year 1. Funds will support program delivery, direct manufacturer microgrants, market access activities, training infrastructure, evaluation, and administrative oversight. The Maui Chamber of Commerce will also contribute \$45,000 in in-kind support, including marketing, promotional services, and direct manufacturer assistance.

### **Budget Description**

The Maui Chamber of Commerce requests \$500,000 in operating funds to implement the Year 1 Maui Manufacturing Excellence & Growth Pilot, a results-driven initiative serving manufacturers from Maui, Moloka'i, and Lāna'i. The budget is intentionally structured to prioritize direct manufacturer impact, while maintaining disciplined administrative oversight and rigorous performance evaluation.

### **Manufacturer Microgrants – \$200,000**

The largest portion of the budget is dedicated to direct microgrants for participating manufacturers. Grants averaging \$5,000 per business will be provided to address immediate barriers to growth, including packaging and labeling upgrades, compliance and certifications, equipment improvements, wholesale readiness, and eCommerce enhancements. This investment is designed to produce immediate and measurable revenue gains.

### **Program Management & Delivery – \$135,000**

Funds support partial staffing for a Program Director and Manufacturer Success Manager, as well as administrative and data-tracking support. These positions ensure effective coordination of manufacturers, partners, and service providers; responsible management of public funds; and accurate tracking and reporting of outcomes.

### **Market Access & Revenue Acceleration – \$60,000**

This category supports buyer engagement activities that convert readiness into sales, including retail, hospitality, corporate, and distributor outreach. Activities include buyer days, wholesale line sheet development, corporate gifting coordination, and sales channel support tied to the Made in Maui County brand.

### **Shared Services & Training Infrastructure – \$40,000**

Funds support the development and delivery of targeted training workshops and shared services, including pricing and cost-of-goods training, compliance guidance, production planning tools, and vendor directories. These shared resources reduce duplication, lower costs, and strengthen manufacturer capacity.

### **Evaluation, ROI Measurement & Replication Planning – \$15,000**

This category supports baseline and post-program assessments, ROI measurement, and outcome reporting to ensure transparency and accountability. Results from Year 1 will inform program refinement and guide future expansion decisions.

### **General & Administrative (G&A) – \$50,000 (10%)**

A 10% G&A allocation supports financial management, compliance, reporting, insurance, technology, and administrative oversight required to responsibly administer the grant. No funds will be used for lobbying or entertainment purposes.

**Applicant In-Kind Contribution – \$45,000**

In addition to the requested funds, the Maui Chamber of Commerce will contribute approximately \$45,000 in in-kind support, including marketing and promotional services and direct assistance to participating manufacturers. This contribution further leverages State investment and demonstrates the Chamber’s commitment to program success.

A detailed budget breakdown is provided below and in the required budget attachments.

**REVISED YEAR 1 BUDGET — \$500,000 (WITH 10% G&A)**

**To include a 10% G&A fee (\$50,000) while protecting Microgrants, we thoughtfully rebalance the remaining categories.**

**Year 1 Budget Allocation**

**1. Manufacturer Microgrants – \$200,000**

- 40 manufacturers x avg. \$5,000
- Direct barrier removal (packaging, compliance, equipment, eComm, etc.)

*This remains the highest ROI line item and should not be reduced.*

**2. Program Management & Delivery – \$135,000**

*(Reduced from \$155,000)*

- Program Director (partial FTE / contract): ~\$75,000
- Manufacturer Success Manager (partial FTE / contract): ~\$45,000
- Data tracking, reporting, admin: ~\$15,000

*Lean but sufficient, especially with Chamber in-kind support.*

**3. Market Access & Revenue Acceleration – \$60,000**

*(Reduced from \$75,000)*

- Buyer Days & wholesale engagement
- Corporate gifting program development
- Sales channel coordination tied to Made in Maui County brand

*In-kind Chamber marketing offsets this reduction.*

#### **4. Shared Services & Training Infrastructure – \$40,000**

*(Reduced from \$45,000)*

- Training content & workshops
- Vendor directory & templates
- Group sessions + office hours

#### **5. Evaluation, ROI Measurement & Replication Planning – \$15,000**

*(Reduced from \$25,000)*

- Baseline & follow-up metrics
- ROI and outcome reporting
- Replication framework (lean version Year 1)

#### **6. Maui Chamber of Commerce G&A (10%) – \$50,000**

- Financial management
- Compliance & reporting
- Facilities, technology, insurance, admin overhead

*This is reasonable, standard, and fully defensible.*

**TOTAL CASH REQUEST (FY27): \$500,000**

**In-Kind Contribution (NOT Cash Request)**

**Maui Chamber of Commerce Commitment: \$45,000**

- **\$30,000 — Marketing & promotional support:**
  - **Chamber publications**
  - **Social media**
  - **Radio show**
  - **Media announcements**
  - **Small business promotion of participating manufacturers**
- **\$15,000 — Direct assistance to manufacturers across Maui County**

**Quarterly Budget Breakdown (Form Entry)**

**Total Request: \$500,000 (Operating Grant)**

**Quarterly Funding Request – Noted in the GIA form.**

<b>Quarter</b>	<b>Amount</b>	<b>Primary Use of Funds</b>
<b>Quarter 1 (Jul–Sep)</b>	<b>\$175,000</b>	Program launch, staffing, baseline assessments, initial microgrants
<b>Quarter 2 (Oct–Dec)</b>	<b>\$130,000</b>	Training delivery, shared services, continued microgrants
<b>Quarter 3 (Jan–Mar)</b>	<b>\$120,000</b>	Market access, buyer engagement, revenue acceleration
<b>Quarter 4 (Apr–Jun)</b>	<b>\$75,000</b>	Evaluation, ROI reporting, replication planning
<b>TOTAL</b>	<b>\$500,000</b>	

**V. EXPERIENCE AND CAPABILITY**

**1. Necessary Skills and Experience**

The Maui Chamber of Commerce has extensive experience designing and delivering business support programs, managing public funds, convening cross-sector partners, and

producing measurable economic outcomes for over a century and working with local manufacturers for over four decades. In addition, the Chamber's 12-year track record with the annual Made in Maui County Festival demonstrates proven capability in manufacturer support, market development, and ROI tracking.

## **2. Facilities**

The Chamber maintains administrative offices and utilizes existing community, partner, and event facilities as needed. No capital facilities are required for this operating request.

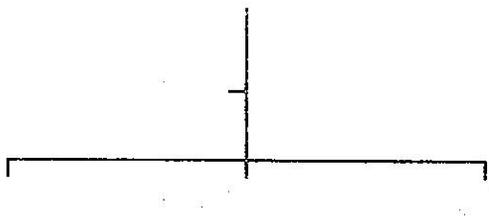
## **VI. PERSONNEL: PROJECT ORGANIZATION AND STAFFING**

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

The program will be managed by a Program Director and Manufacturer Success Manager, supported by administrative and data tracking resources. Staff bring experience in economic development, business support, program management, and partnership coordination. The President of the Maui Chamber of Commerce will provide executive oversight.

### **2. Organizational Chart**

The following organizational chart will illustrate how program staff will report to the President of the Maui Chamber of Commerce within the broader Chamber structure.



### **3. Compensation**

Compensation levels are consistent with nonprofit and economic development norms and are detailed in the required budget forms. No grant funds will be used for lobbying or entertainment purposes.

## **VII. OTHER**

### **1. Litigation**

The applicant has no pending litigation that would impact its ability to carry out the proposed program.

### **2. Licensure or Accreditation**

The Maui Chamber of Commerce is duly organized and compliant with applicable State requirements, including Hawaii Compliance Express documentation.

### **3. Private Educational Institutions**

Grant funds will not be used to support or benefit any sectarian or non-sectarian private educational institution.

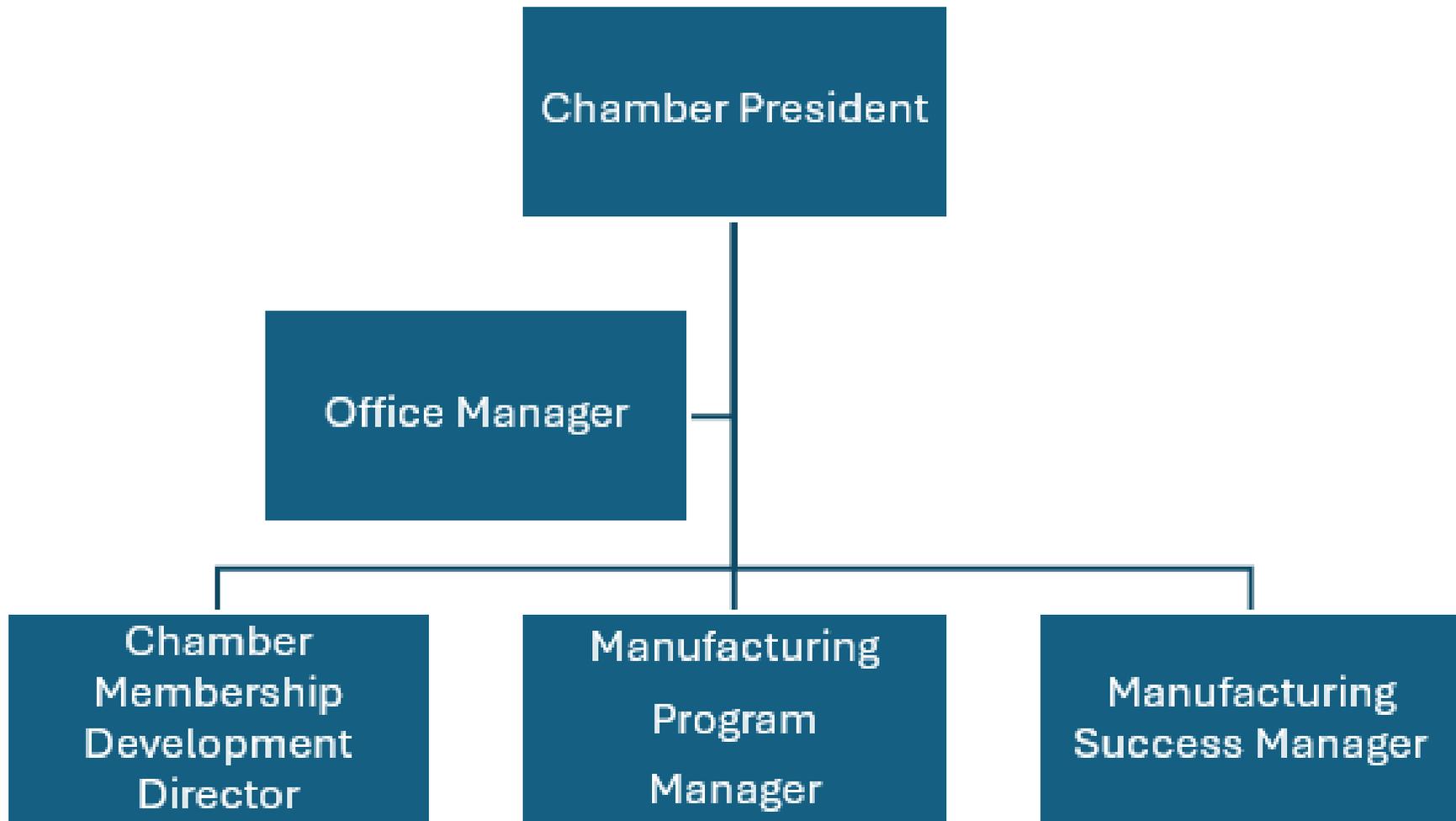
### **4. Future Sustainability Plan**

The Maui Manufacturing Excellence & Growth Pilot is intentionally structured as a phased initiative. Year 1 funding will establish core infrastructure, demonstrate measurable ROI, and build manufacturer readiness. Future sustainability will be supported through a combination of earned revenue opportunities, sponsorships, partnerships, and potential public funding justified by documented outcomes, allowing the program to grow responsibly over time.

**PAGES 8 & 9 DO NOT APPLY.**

## 2. Organizational Chart

The following organizational chart will illustrates how program staff will report to the President of the Maui Chamber of Commerce within the broader Chamber structure.



## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2026 to June 30, 2027

Applicant: Maui Chamber of Commerce

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
<b>A. PERSONNEL COST</b>				
1. Salaries	120,000			
2. Payroll Taxes & Assessments	0			
3. Fringe Benefits	0			
<b>TOTAL PERSONNEL COST</b>	<b>120,000</b>			
<b>B. OTHER CURRENT EXPENSES</b>				
1. Airfare, Inter-Island	0			
2. Insurance	0			
3. Lease/Rental of Equipment	0			
4. Lease/Rental of Space	0			
5. Staff Training	0			
6. Supplies	0			
7. Telecommunication	0			
8. Utilities	0			
9. Manufacturer Microgrants	200,000			
10. Data Tracking, Reporting & Admin	15,000			
11. Market Access & Revenue Acceleration	60,000			
12. Shared Services & Training Infrastructure	40,000			
13. Evaluation, ROI Measurement, etc.	15,000			
14. General & Administrative (10%)	50,000			
15. In-Kind Contribution				45,000
16.				
17.				
18.				
19.				
20.				
<b>TOTAL OTHER CURRENT EXPENSES</b>	<b>380,000</b>	<b>0</b>	<b>0</b>	<b>45,000</b>
<b>C. EQUIPMENT PURCHASES</b>				
<b>D. MOTOR VEHICLE PURCHASES</b>				
<b>E. CAPITAL</b>				
<b>TOTAL (A+B+C+D+E)</b>	<b>500,000</b>			<b>45,000</b>
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	500,000	Pamela Tumpap, President <span style="float: right;">808-244-0081</span>		
(b) Total Federal Funds Requested	0	Name (Please type or print) <span style="float: right;">Phone</span>		
(c) Total County Funds Requested	0	<i>Pamela Tumpap</i> <span style="float: right;">PAM TUMPA</span>		
(d) Total Private/Other Funds Requested	45,000	Signature of Authorized Official <span style="float: right;">Date</span>		
<b>TOTAL BUDGET</b>	<b>545,000</b>	Pamela Tumpap, President, Maui Chamber of Commerce Name and Title (Please type or print)		



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

Applicant: Maui Chamber of Commerce

Contracts Total:

68,653

	<b>CONTRACT DESCRIPTION</b>	<b>EFFECTIVE DATES</b>	<b>AGENCY</b>	<b>GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)</b>	<b>CONTRACT VALUE</b>
1	Made in Hawaii Festival - Maui Participation	1/1/26-9/30/26	Office of Economic Dev	Maui County	33,053
2	Mayor's Small Business Awards	1/1/26-10/31/26	Office of Economic Dev	Maui County	11,200
3	Hawaii on the Hill	1/1/26-6/30/26	Office of Economic Dev	Maui County	14,400
4	Imi Pono Challenge	1/1/25-12/31/26	Office of Economic Dev	Maui County	10,000
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# 2024

## KEY PERFORMANCE INDICATORS



# 7,200+

TOTAL NUMBER OF ATTENDEES



# 133

COMPANIES PARTICIPATED AS VENDORS

34 WERE FIRST-TIME VENDORS

PRESENTED BY:  **MAUI**  
CHAMBER OF COMMERCE  
VOICE OF BUSINESS

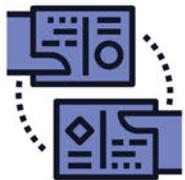
# 400+



NUMBER OF WHOLESALE BUYERS & DISTRIBUTORS

# \$730,420+

TOTAL SUM OF RETAIL SALES



# 80

NEW WHOLESALE LEADS

# 24+

NEW WHOLESALE ACCOUNTS



**MAUI**  
CHAMBER OF COMMERCE  
VOICE OF BUSINESS



COUNTY OF MAUI  
OFFICE OF  
ECONOMIC  
DEVELOPMENT

# 11 YEARS

of economic impact

PERFORMANCE INDICATORS, 2014-2024



101,544+

TOTAL NUMBER OF ATTENDEES



473

COMPANIES  
PARTICIPATED  
AS VENDORS

FIRST-TIME FESTIVAL BUSINESSES ONLY

3,948



NUMBER OF WHOLESALE  
BUYERS & DISTRIBUTORS

\$5,375,078+

TOTAL SUM OF RETAIL SALES



8,223

NEW WHOLESALE LEADS

1,813



NEW WHOLESALE ACCOUNTS

FOR MORE INFORMATION, CONTACT US:

[www.MadeInMauiCountyFestival.com](http://www.MadeInMauiCountyFestival.com)

[Office@MauiChamber.com](mailto:Office@MauiChamber.com)



MAUI  
CHAMBER OF COMMERCE  
VOICE OF BUSINESS



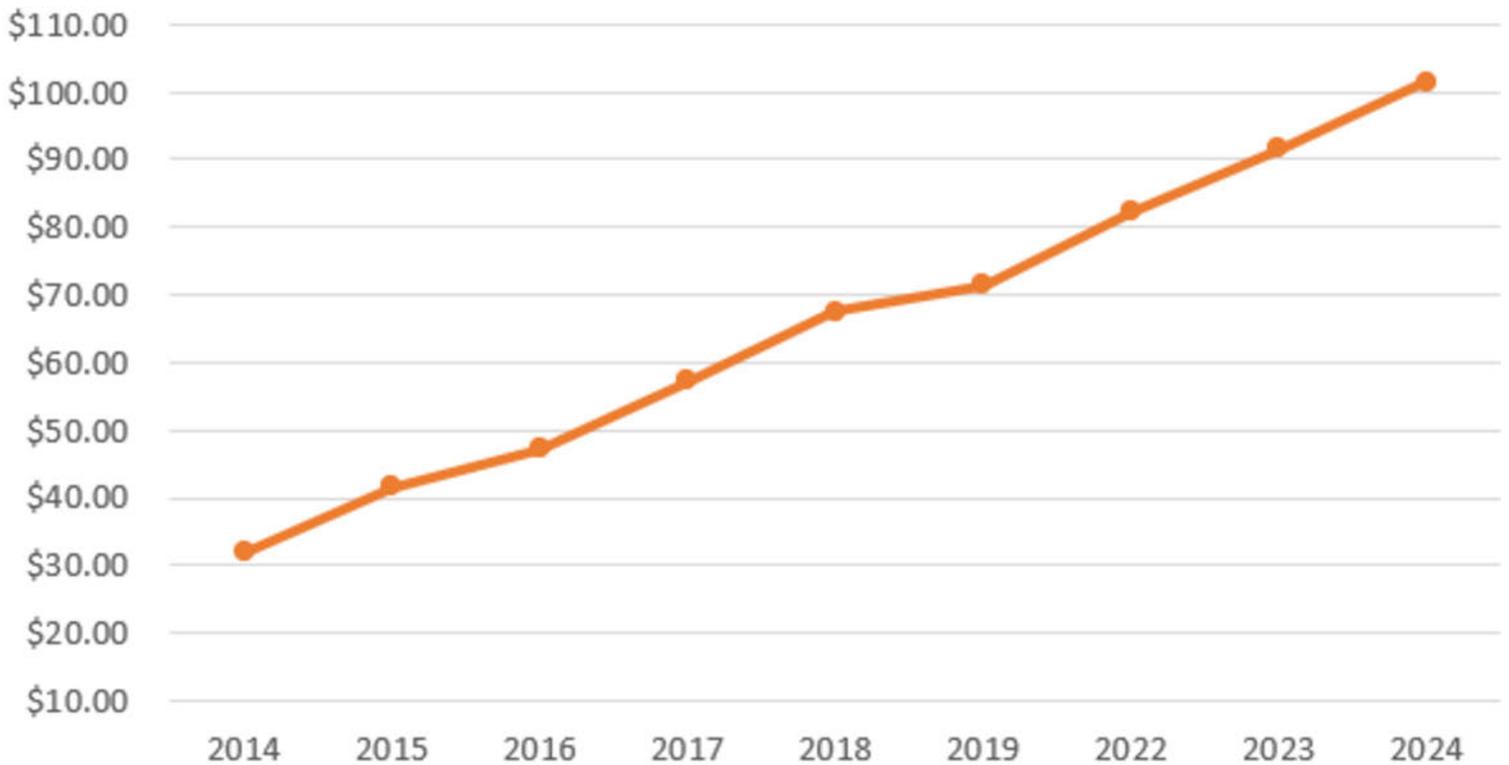


# Return on Investment

Over the last 11 years of Maui County grant funding totaling **\$1,054,500**, vendors have a cumulative revenue of **\$5,376,937** resulting in a return on investment of **410%**.

## Attendee Spending

The average amount each attendee spends has continued to increase year after year, despite changing attendee numbers.



\*2020 and 2021 were omitted as the event was held virtually and spending trends at a virtual event versus in person event are very different and incomparable.