

Department of Commerce and Consumer Affairs

CERTIFICATE OF GOOD STANDING

I, the undersigned Director of Commerce and Consumer Affairs of the State of Hawaii, do hereby certify that

NĀ KAMA KAI

was incorporated under the laws of Hawaii on 01/25/2008 ; that it is an existing nonprofit corporation; and that, as far as the records of this Department reveal, has complied with all of the provisions of the Hawaii Nonprofit Corporations Act, regulating domestic nonprofit corporations.



IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Department of Commerce and Consumer Affairs, at Honolulu, Hawaii.

Dated: January 23, 2026

Director of Commerce and Consumer Affairs



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: Na Kama Kai

DBA/Trade Name: Na Kama Kai

Issue Date: 01/22/2026

Status: **Compliant**

Hawaii Tax#: [REDACTED]
New Hawaii Tax#: [REDACTED]
FEIN/SSN#: XX-XXX4996
UI#: XXXXXX9846
DCCA FILE#:

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 |



pa'akai

"Hold steadfast to the knowledge of the ocean"

January 22, 2026

Nā Kama Kai
PO Box 1803
Waianae, HI 96792
808-372-2813
www.nakamakai.org

To Whom It May Concern:

As a representative and officer of Nā Kama Kai I have read and understand section 42F-103 of the Hawaii Revised Statutes.

Nā Kama Kai meets all the requirements of the section 42F-103 of the Hawaii Revised Statutes:

§42F-103 Standards for the award of grants.

(a) Grants shall be awarded only to individuals who, and organizations that:

- (1) Are 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;
- (2) Comply 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;
- (3) Agree not to use state funds for entertainment or lobbying activities; and
- (4) Allow 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.

(b) In addition, a grant may be made to an organization only if the organization:

- (1) Is incorporated under the laws of the State; and



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- (2) 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.
- (c) Further, a grant may be awarded to a nonprofit organization only if the organization:
- (1) Has been determined and designated to be a nonprofit organization by the Internal Revenue Service; and
 - (2) Has a governing board whose members have no material conflict of interest and serve without compensation.
- (d) If a grant is used by an organization 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. This restriction shall be registered, recorded, and indexed in the bureau of conveyances or with the assistant registrar of the land court as an encumbrance on the property. Amounts received from the repayment of a grant under this subsection shall be deposited into the general fund. [L 1997, c 190, pt of §3; am L 2007, c 184, §1; am L 2014, c 96, §7]

Respectfully,

Matthew Kauwe

Matthew K. Kauwe
Chief Operations Officer
Nā Kama Kai

**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAI'I REVISED STATUTES**

The undersigned authorized representative of the applicant certifies the following:

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

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

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

Nā Kama Kai

(Typed Name of Individual or Organization)

Matthew Kauwe

(Signature)

1/22/2026

(Date)

Matthew Kauwe

(Typed Name)

Chief Operations Officer

(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.

Attached

2. Declaration Statement

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

Attached

3. Public Purpose

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

The grant will be used for public purposes.

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;

Nā Kama Kai was founded in 2008 by Duane DeSoto and Mālia Ka’aihue as a nonprofit organization dedicated to creating, conducting, and supporting Hawaiian cultural-oriented, marine-based programs. Its mission is to empower youth to thrive in their communities by providing ocean safety and stewardship learning opportunities that foster self-confidence, leadership, and integrity. The organization’s programs are designed to help youth develop a deep appreciation and understanding of the ocean as an integral part of the natural world. Through guided experiences in a nurturing environment, keiki learn to be safe in the marine environment, grow physically and

emotionally through ocean interaction, and cultivate respect for nature, using the ocean as a unifying connection to all living things.

2. *The goals and objectives related to the request;*

Nā Kama Kai’s primary goal is to reduce the drowning rate among keiki in Hawai‘i, addressing the urgent public health crisis identified in the 2025 Hawai‘i Water Safety Plan. The program focuses initially on counties with the highest drowning incidence, delivering culturally grounded, ocean-based swim lessons and ocean safety education to build critical water competency and confidence in youth.

In the fall of 2025, Nā Kama Kai successfully piloted an ocean swim lessons program serving 450 4th graders in the Nānākuli and Wai‘anae Complex Areas. This pilot provided each student with five 20-minute ocean swim lessons conducted by certified instructors from Lē‘ahi Swim School, combined with land-based education stations focused on ocean safety through the K.A.I. framework (Know Your Limits, Ask a Lifeguard, Identify the Hazards) and cultural connection. The pilot demonstrated significant skill advancement, with at least 50% of students moving up one skill level according to the Lē‘ahi Swim School framework. Building on this success, Nā Kama Kai aims to expand the program to all 4th graders statewide, creating a systemic impact that equips the next generation of keiki with the essential skills and confidence to swim safely in Hawai‘i’s oceans, pools, and other bodies of water.

Nā Kama Kai provides comprehensive Ocean Safety curriculum and engaging educational materials, including the Nā Kama Kai Activity Book and animated videos, to support this effort. The program ensures access to safe, culturally based environments for ocean education, integrating traditional Hawaiian values and practices.

By combining culture, ocean safety, stewardship/conservation, and personal kuleana (responsibility), Nā Kama Kai offers a holistic and accessible program that nurtures lifelong ocean stewardship and directly contributes to the reduction of keiki drowning in Hawai‘i, fulfilling the goals of the 2025 Hawai‘i Water Safety Plan.

3. *The public purpose and need to be served;*

Hawai‘i faces a critical public health challenge with drowning as the leading cause of injury-related death among keiki ages 1–15. The state has the second highest drowning rate in the United States, with Native Hawaiian and Pacific Islander communities disproportionately affected—comprising 27% of the population but accounting for 36% of resident drowning deaths. Alarming, fewer than 2% of Hawai‘i’s second graders possess basic water survival skills, underscoring a significant gap in swim competency and water safety education.

The public purpose of this program is to address this urgent need by providing swim lessons to 4th grade students statewide through the Hawai‘i Department of Education. By delivering five swim lessons per student, conducted by certified instructors in culturally grounded, ocean-based settings, the program aims to significantly increase swim competency and water safety awareness among keiki. Upon completion, at least

50% of participating students are expected to advance by one skill level according to the Lē'ahi Swim School framework.

This initiative aligns with the 2025 Hawai'i Water Safety Plan's goals to reduce drowning incidents by improving water competency and safety education for youth. By equipping keiki with essential swimming skills and ocean safety knowledge, the program serves the vital public purpose of preventing drownings, promoting lifelong water safety, and fostering resilient, ocean-literate communities across Hawai'i.

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

The target population is roughly 13,000 4th grade students statewide in the Hawai'i State Department of Education.

5. *Describe the geographic coverage.*

The geographic coverage for this request encompasses the entire State of Hawai'i, targeting all Department of Education (DOE) elementary schools across all islands. This statewide approach ensures that the program's benefits reach keiki throughout Hawai'i, fostering swim competency, ocean safety education and cultural connection in diverse communities island-wide.

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:

- ***Describe the scope of work, tasks and responsibilities;***

Nā Kama Kai will implement a comprehensive swim lessons program targeting 4th grade students across the State of Hawai'i, delivering five 20-minute ocean swim lessons per student over the course of one school week, facilitated by certified swim instructors from Lē'ahi Swim School and other swim schools. Students will rotate through three stations including, swim instruction and land-based education stations focused on the K.A.I. Ocean Safety framework—**Know Your Limits, Ask a Lifeguard, Identify the Hazards and Ho'okele**, traditional Hawaiian voyaging traditions.

Key tasks and responsibilities include:

- Coordinating with the Hawai'i Department of Education (HIDOE) and Complex Area Superintendent to schedule and recruit students.
- Managing logistics such as transportation via bus from schools to education sites, ensuring equitable access.

- Providing all necessary equipment and supplies, including swim goggles, tents for shade, kickboards, AEDs, first aid kits, rescue tubes, and communication radios.
- Employing certified swim instructors and lifeguards to maintain safe student-to-instructor ratios and ensure student safety during all activities.
- Conducting pre- and post-assessments to measure student progress, with results reported to teachers and parents.
- Nā Kama Kai will post general results on its website to share impact metrics to the community and other organizations.
- Distributing Nā Kama Kai Activity Books featuring ocean safety and cultural content to reinforce learning.
- Exploring and integrating mobile container pool options to expand access and reduce transportation barriers.
- Maintaining rigorous safety protocols and emergency preparedness throughout all program activities.
- Collaborating with community partners, including Lē'ahi Swim School, other swim schools and cultural practitioners, to deliver culturally grounded and effective instruction.
- Monitoring program effectiveness through data collection and evaluation to inform continuous improvement and scalability.

The program is designed to build water competency, confidence, and cultural connection among keiki, ultimately reducing drowning risk and fostering lifelong ocean stewardship. Implementation will begin in the Fall for the 2026-2027 school year.

- ***Provide a projected annual timeline for accomplishing the results or outcomes of the service;***

The projected annual timeline for accomplishing the results and outcomes of the swim lessons and ocean safety education program is as follows:

May 2026 – August 2026

- Produce and finalize collateral for 5 lessons in Ocean Safety, Traditional Navigation Practices and Ocean Swim Lessons.
- Coordinate with Lē'ahi Swim School to schedule certified swim instructors and lifeguards for the upcoming sessions.
- Plan logistics for transportation, equipment procurement (goggles, tents, rescue equipment), and site preparation by complex area.

- Engage with HIDOE Complex Area Superintendents and school administrators to confirm student participation and scheduling.

September 2026 – October 2026

- Implement the second round of swim lessons for 4th graders in the Nānākuli and Wai‘anae Complex Areas. Activate 7 additional complex areas providing curriculum and funding for swim instructor partners, Nā Kama Kai staff and/or cultural partners to conduct ocean swim lessons in their communities.
- Conduct five 20-minute ocean swim lessons per student over one week, rotating students through swim instruction and land-based education stations on ocean safety and cultural heritage.
- Administer pre- and post-assessments to measure student skill progression and ocean safety knowledge.
- Distribute Nā Kama Kai Activity Books to all participating students.
- Provide teachers and parents with progress reports via email and printed materials.

November 2026 – December 2026

- Execute program for 3 additional complex areas providing curriculum and funding for swim instructor partners, Nā Kama Kai staff and/or cultural partners to conduct ocean swim lessons in their communities.

January 2027 – March 2027

- Execute program for 4 remaining complex areas providing curriculum and funding for swim instructor partners, Nā Kama Kai staff and/or cultural partners to conduct ocean swim lessons in their communities.

April 2027 – June 2027

- Conduct outreach and engagement with community partners and stakeholders to support program sustainability.
- Hold debrief meetings with instructors, lifeguards, and program staff to review implementation and identify areas for improvement.
- Analyze assessment data and compile evaluation reports on student outcomes and program effectiveness.
- Prepare final program evaluation and impact report for submission to funding agencies and stakeholders.

Ongoing Throughout the Year

- Maintain safety protocols with certified lifeguards and first aid staff at all swim lesson sessions.
- Provide continuous training and support for instructors and program staff.
- Engage in monthly program meetings to monitor progress, address challenges, and ensure quality assurance.
- Foster collaboration with HIDOE, Lē'ahi Swim School, and community partners to enhance program reach and effectiveness.

This timeline ensures a structured, phased approach to delivering swim lessons and ocean safety education, with built-in evaluation and continuous improvement to maximize impact and scalability across Hawai'i.

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

Nā Kama Kai employs a comprehensive quality assurance and evaluation plan to ensure the effectiveness, safety, and continuous improvement of its swim lessons and ocean safety education program. The plan integrates both quantitative and qualitative methods to monitor progress, assess outcomes, and refine program delivery.

Monitoring and Evaluation Approach:

1. Skill Assessment and Progress Tracking:

- Students will be assessed at the start of their first swim lesson and again after completing the five-lesson series.
- Progress will be measured against the Lē'ahi Swim School skill level framework, with the goal that at least 50% of students advance by one skill level.
- Assessment results will be documented and reported to teachers and parents via email and printed materials, ensuring transparency and engagement with families.

2. Safety Protocols and Supervision:

- Certified swim instructors and lifeguards maintain strict safety standards during all lessons, with a ratio of one lifeguard per ten students and five instructors per session.
- Safety and emergency protocols are rigorously implemented and overseen by program leadership to protect all participants.

3. Data Collection and Reporting:

- Attendance, participation rates, and completion data will be systematically recorded to monitor engagement and program reach.
- Feedback from instructors, lifeguards, teachers, and students will be gathered through surveys and informal discussions to capture qualitative insights.

4. **Continuous Improvement:**

- Nā Kama Kai holds debrief meetings with instructors, lifeguards, and program staff after each session to review implementation, identify challenges, and develop solutions.
- Program materials, including the Nā Kama Kai Activity Book and lesson plans, are regularly updated to reflect the latest cultural, ocean safety, and educational content.
- The organization collaborates closely with partners such as Lē'ahi Swim School and the Department of Education to align curriculum and instructional methods with best practices and community needs.

5. **Outcome Measures:**

- The program tracks key indicators such as the number of students served, skill level improvements, and distribution of educational materials.
- These measures provide objective data to assess program success and inform future scaling efforts.

Through this structured approach to quality assurance and evaluation, Nā Kama Kai ensures that its swim lessons not only enhance water competency and safety but also foster cultural connection and stewardship among Hawai'i's keiki. The organization's commitment to data-driven decision-making and stakeholder engagement supports ongoing refinement and sustainability of the program.

- ***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.***
- Number of 4th grade students enrolled and participating in the swim lessons by Complex Area
- Percentage of students who complete the full series of five swim lessons

- Percentage of students who advance at least one skill level according to the Lē‘ahi Swim School skill level framework after completing the lessons (target: 50%)
- Number of certified swim instructors and lifeguards engaged per session to ensure safety and quality instruction
- Number of Nā Kama Kai Activity Books distributed to participating students
- Number of students receiving ocean safety education through the K.A.I. framework (Know Your Limits, Ask a Lifeguard, Identify the Hazards)
- Pre- and post-assessment results measuring student swim competency and ocean safety knowledge
- Number of teachers and parents receiving progress reports on student skill development
- Feedback and satisfaction ratings from students, parents, and instructors regarding the swim lessons and ocean safety education program

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 |
|--------------|------------|------------|------------|--------------|
| 1,053,917.50 | 883,217.50 | 883,217.50 | 883,217.50 | 3,703,570.00 |

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

Bill Healy Foundation, Portland, OR
 Ama OluKai Foundation, Honolulu, HI
 Atherton Family Foundation, Honolulu, HI
 Hawaiian Electric, Honolulu, HI
 Hawaiian Airlines, Honolulu, HI
 Abigail Kawanakoa Foundation, Honolulu, HI

McPhail Family Trust, Kona, HI
Hawaiian Native Corporation, Honolulu, HI
Nike
Atherton Family Foundation, Honolulu, HI
City & County of Honolulu, Hawai'i
Matson Foundation, Honolulu, HI
Pamela K. Omidyar Trust, Honolulu, HI
Kamehameha Schools, Honolulu, HI
First Hawaiian Bank, Honolulu, HI
James & Abigail Campbell Family Foundation, Honolulu, HI
VF Services, Irvine, CA
Patagonia, Ventura, CA
Harry and Jeanette Weinberg Foundation

- 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.**

Nā Kama Kai has not received any state or federal tax credits within the prior three years nor is it in the process of applying or has applied for any.

- 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.**

City and County of Hawaii GIA 2022, 2023 and 2025

State of Hawaii GIA 2023, 2024, 2025

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

Total unrestricted assets as of 12/31/2025 is \$504,271.69.

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.

Nā Kama Kai has demonstrated extensive skills, abilities, and experience directly relevant to the proposed services. Our first successful Ocean Swim Lesson Pilot was conducted for 450 4th grade students on the Wai'anae coast in partnership with the Hawai'i Department of Education (HIDOE). Students came to the beach at Pōka'i Bay for one hour 5 days a week to receive 5 one on one swim lessons with Leahi Swim School Instructors in the Ocean, KAI Ocean Safety Lessons and Ho'okele, Traditional Hawaiian Wayfinding lessons. This program was the first of its kind in the State of Hawaii and has the full support of HIDOE.

Since its establishment in May 2008, the organization has served approximately 55,000 keiki through Ocean Safety and Stewardship programs over 17 years, with an expected 12,000 children attending Nā Kama Kai programs in 2026 based on current enrollment. Despite primarily relying on word-of-mouth advertising, demand for Nā Kama Kai's programming consistently exceeds capacity, underscoring the unique and vital role the organization plays in youth ocean/water safety and drowning prevention education in Hawai'i and beyond.

The organization's programs are ongoing and culturally inclusive, targeting youth across diverse settings. Ocean Clinics are primarily held on O'ahu, with additional events on neighbor islands and international locations such as Brazil, Tahiti, Japan, and California. These Ocean Clinics integrate place-based cultural values and traditional knowledge, reflecting Nā Kama Kai's commitment to culturally grounded education. To date, Nā Kama Kai has conducted over 160 Ocean Safety and Stewardship Awareness Ocean Clinics and 19 Alaka'i Mentorship Instructional Camps.

Nā Kama Kai Program History & Results (2008–2026)

2008–Present | Organizational Overview

- Established in May 2008
- Served approximately 55,000 keiki through Ocean Safety and Stewardship programs over 17 years
- Delivered culturally grounded, place-based ocean safety education across O'ahu, neighbor islands, and internationally (Brazil, Tahiti, Japan, California)
- Conducted to date:
 - 171+ Ocean Safety & Stewardship Awareness Ocean Clinics
 - 22 Alaka'i Mentorship Instructional Camps
- Demand for programs consistently exceeds capacity, despite primarily word-of-mouth outreach
- Projected 2026 Reach: Approximately 12,000 keiki, based on current enrollment trends

Program Implementation & Outcomes by Year

2026 (Projected)

- Approximately 12,000 keiki served
- Continued delivery of:
 - Ocean Safety & Stewardship Awareness Ocean Clinics

- Hālau Nā Kama Kai after-school and summer programming
- Alaka'i Mentorship Program
- Wa'a Kūmau canoe-based ocean education
- Ocean swim lessons for HIDOE students

2025

- Ocean Safety & Stewardship Awareness Ocean Clinics
 - 11 clinics
 - 676 keiki served
 - 6 locations on O'ahu
 - Supported by:
 - 2,158 adult volunteer hours
 - 1,664 Alaka'i teen volunteer hours
- Hālau Nā Kama Kai Programs
 - 3,904 keiki engaged through after-school and summer programs
 - 217 days of meals provided
- Wa'a Kūmau (Double-Hulled Canoe Program)
 - 4,837 keiki participated
 - 37 events statewide
 - First channel crossings sailing Kūmau our 30ft double hull sailing canoe to Hanalei for a HIDOE Ho'ākea event.
- Swim Lessons
 - 438 HIDOE 4th graders served (West O'ahu) at 7 Elementary Schools
 - Each child received 5 ocean swim lessons over the course of 5 days at Pōka'i Bay
- Keiki Surf Kontest at Mākaha
 - 133 keiki served for free
 - 450 meals distributed
 - \$15,000+ in prizes and surf equipment distributed to keiki

2024

- Ocean Safety & Stewardship Awareness Ocean Clinics
 - 14 clinics conducted
 - 750 keiki served
 - Supported by:
 - 1,975 total volunteer hours
 - 999 Alaka'i teen volunteer hours
- Hālau Nā Kama Kai Programs
 - 2,100 keiki engaged
 - 200 days of meals provided
- Wa'a Kūmau Program
 - 1,900 keiki engaged in canoe-based ocean education
 - Kūmau sailed in Lahaina for Ho'ulu Lahaina Community Gathering March
- Keiki Surf Kontest at Mākaha
 - 88 keiki served for free
 - 450 meals distributed

- \$12,000+ in prizes and surf equipment distributed to keiki

2023

- Ocean Safety & Stewardship Awareness Ocean Clinics
 - 15 clinics conducted
 - 1,045 keiki served
 - Supported by:
 - 1,970 total volunteer hours
 - 792 Alaka'i teen volunteer hours
- Hālau Nā Kama Kai Programs
 - 236 days of meals provided
 - 1,831 keiki engaged
- Wa'a Kūmau Program
 - 1,094 keiki engaged
- Keiki Surf Kontest at Mākaha
 - 84 keiki served for free
 - 450 meals distributed
 - \$10,000+ in prizes and surf equipment distributed to keiki

2022

- Ocean Safety & Stewardship Awareness Ocean Clinics
 - 10 clinics conducted
 - 758 keiki served
- Hālau Nā Kama Kai Programs
 - 156 keiki served in after-school programming
 - 60 days of meals provided
- Wa'a Kūmau Program
 - Completed and Launched Kūmau in October
- Keiki Surf Kontest at Mākaha
 - 76 keiki served for free
 - 450 meals distributed
 - \$8,000+ in prizes and surf equipment distributed to keiki

2021 (COVID-19 Program Innovation)

- Pivoted from in-person programming to educational media and curriculum development:
 - Maka'ala Bay: Lessons from the Sea (five-part animated series)
 - Children of the Sea educational music album featuring Kimié Miner and Paula Fuga
 - Partnership with Education Incubator to develop ocean safety curriculum and a PDE3 professional development course for teachers
- Expanded organizational expertise in:
 - Formal education standards
 - Curriculum design
 - Teacher professional development
- Keiki Surf Kontest at Mākaha

- 90 keiki served for free
- 300 meals distributed
- \$5,000+ in prizes and surf equipment distributed to keiki

2020 (COVID-19 Emergency Response)

- Partnered with Wai‘anae Coast Comprehensive Health Center
- Distributed tens of thousands of meals and pantry bags to keiki affected by school closures
- Delivered culturally based programming:
- Traditional Hawaiian surfboard-making for Alaka‘i participants
- Original educational music aligned with Ocean Clinic learning objectives

2019

- Ocean Safety & Stewardship Awareness Ocean Clinics
 - 12 clinics conducted
 - 735 keiki served
 - 6 locations on O‘ahu
- Secured a 1.25-acre home base at Pili‘au Army Recreation Center (Wai‘anae)
- Led an international cultural exchange with Brazil, culminating in a documentary film
- Keiki Surf Kontest at Mākaha
 - 113 keiki served for free
 - 300 meals distributed
 - \$5,000+ in prizes and surf equipment distributed to keiki

Nā Kama Kai’s sustained delivery of high-impact, culturally grounded ocean safety and stewardship programming—combined with measurable outcomes, strong volunteer engagement, adaptive innovation, and trusted community partnerships—demonstrates exceptional capacity to implement and expand the services proposed in this application. The organization is well positioned to continue reducing drowning risk, strengthening youth leadership, and advancing ocean literacy across Hawai‘i.

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.

Nā Kama Kai has successfully utilized state and city beach parks as a viable and effective venue for delivering ocean swim lessons, serving as a key option for each of the 15 Department of Education complex areas across Hawai‘i. These beach parks provide direct ocean access essential for hands-on swim instruction and ocean safety education, and have proven to be safe, accessible, and well-equipped with necessary facilities such as restrooms and accessible doorways. The organization’s established safety and emergency protocols are rigorously implemented at all beach park locations to ensure the well-being of all keiki participants.

In addition to beach parks, Nā Kama Kai offers flexibility by conducting swim lessons at school or community pools, expanding access and accommodating different community needs. To further enhance accessibility and reduce barriers, Nā Kama Kai is in the process of introducing a container pool that can be brought on-site to individual schools. This mobile pool option provides an innovative solution to deliver swim lessons directly at schools, increasing efficiency and reach while maintaining high safety standards.

Together, these facility options—beach parks, pools, and the upcoming container pool—demonstrate Nā Kama Kai’s comprehensive and adaptable approach to providing quality swim lessons statewide, ensuring that all keiki have safe and convenient opportunities to develop essential water competency skills.

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.

Nā Kama Kai proposes a comprehensive staffing pattern to ensure the successful implementation and sustainability of the project. The staffing includes key leadership, program management, coordination, and specialized instructional roles, with appropriate full-time equivalents (FTE) and funding allocations to support the program’s viability.

Proposed Staffing and Responsibilities:

- **CEO (1 position, 1.0 FTE, 25% funded):** Responsible for contract oversight, program management, staff supervision, program planning, design and development, budget approval and management, completion of reporting requirements, and designing safety protocols.
Qualifications: Duane DeSoto, CEO and Co-founder, is Red Cross Lifeguard, CPR, AED, First Aid certified and Kanalu 38 Ocean Rescue/ PWC Water Safety Certified. He is a professional surfer with extensive experience leading Nā Kama Kai.
- **COO (1 position, 1.0 FTE, 25% funded):** Oversees program management and staff supervision, program planning, design and development, budget design and management, reporting, and day-to-day operations.
Qualifications: Matthew Kauwe holds a Bachelor of Arts in Economics from the University of Hawai’i at Mānoa, is CPR, First Aid, and Red Cross Lifeguard, CPR, AED, First Aid certified and Kanalu 38 Ocean Rescue/ PWC Water Safety Certified, with 26 years of business operations experience and 30 years of surfing.

- **NKK Program Manager (1 position, 1.0 FTE, 25% funded):** Executes and coordinates daily programming across Nā Kama Kai programs, schedules staff, prepares and maintains equipment, and communicates with program participants.
Qualifications: Maleko Lorenzo, Red Cross Lifeguard, CPR, AED, First Aid certified and Kanalu 38 Ocean Rescue/ PWC Water Safety Certified, with an AA in Applied Science and 18 years of voyaging experience with the Polynesian Voyaging Society.
- **Administrative Assistant (1 position, 1.0 FTE, 25% funded):** Maintains financial records, coordinates schedules of events and activities, and ensures timely correspondence.
Qualifications: To be filled with a highly skilled administrative assistant, proficient in Microsoft Word, Excel, and event booking software.
- **Program Coordinator (7 positions, 1.0 FTE, 50% funded):** Assists in all phases of program implementation, one position per concurrent complex area.
Qualifications: Micah Liana and others, Red Cross Lifeguard, CPR, AED, First Aid certified and Kanalu 38 Ocean Rescue/ PWC Water Safety Certified, professional surfer with 20 years of surfing experience.
- **Program Assistants (14 positions, 0.5 FTE 100% funded):** Oversee all ocean swim lesson activities, ensure timely completion, manage staff supervision, and enforce safety protocols. 2 positions per concurrent complex area.
Qualifications: Anthony Aurely and others, all Red Cross Lifeguard, CPR, AED and First Aid certified, with extensive surfing and coaching experience.
- **Ocean Clinic Professional Services (6 per session, contract positions):** Provide specialized guidance and instruction to participants.
Qualifications: Experienced practitioners including lifeguards, canoe specialists, and watermen such as Jock Sutherland, Bruce DeSoto, and Scott McPhail.
- **Lē‘ahi Swim School Instructors (5 per session, contract positions):** Provide certified swim instruction for students during swim lessons.
Qualifications: Lē‘ahi Swim School instructors are certified in swim instruction, CPR, and ocean safety. They are experienced professionals trained to deliver high-quality swim lessons with a focus on safety and skill progression. The school has been operating since 1974 and maintains a strong culture of family-style teaching, ensuring instructors are well-qualified to teach students of all ages and skill levels.

Supervision Structure:

Nā Kama Kai employs a clear chain of command to ensure effective supervision and program quality. The CEO supervises the COO, who in turn supervises Program Manager and supports Program Coordinators. Program Manager oversees Coordinators, Contract Instructors and Program Assistant Instructors. The CEO reports to the Board of Directors. An “Open Door Policy” encourages open communication at all

levels. Monthly feedback and mentorship sessions are conducted to support continuous improvement and staff development.

Training:

Safety is the highest priority. Nā Kama Kai mandates that all instructors and staff are certified Red Cross Lifeguard, CPR/AED and First Aid. The organization actively facilitates access to Lifeguard, CPR/AED and First Aid training for staff and instructors, ensuring all team members are prepared to respond to emergencies. Training also includes pre-clinic safety briefings, ocean safety protocols, environmental awareness, and risk management to maintain a safe and supportive environment for all participants.

This staffing pattern, combined with the qualifications, supervision, and training protocols, ensures Nā Kama Kai’s capacity to deliver high-quality, culturally grounded ocean safety education and swim instruction effectively and safely.

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.

Visual Organization Chart included in attachments

Board of Directors

- Duane DeSoto CEO
 - Matthew Kauwe COO
 - Maleko Lorenzo NKK Program Manager
 - Micah Liana Program Coordinator
 - Anthony Aurely Program Coordinator
 - Dean Marzol Program Assistant
 - Laura-Ann Ka’aihue Program Assistant

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.

CEO: \$110,000.00

COO: \$105,000.00

NKK Program Manager: \$82,000.00

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.

Nā Kama Kai is not involved in any current or pending litigation and does not have any outstanding judgments against the organization.

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.

Nā Kama Kai staff hold essential certifications to ensure the highest standards of safety and professionalism in delivering the swim lessons and ocean safety education program. All staff are certified in Red Cross Lifeguard CPR/AED and First Aid. Additionally, key personnel possess Kanalu 38 Personal Water Craft (PWC) Rescue Operator certifications to provide effective water rescue capabilities. All swim instructors engaged in the program are Certified Federation of Swim Instructors (CFSI) certified, ensuring expert swim instruction aligned with recognized industry standards. Detailed license and accreditation by staff member is listed in the staff section of this grant application.

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.

DOES NOT APPLY TO NĀ KAMA KAI.

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.

Upon receiving the Grant in Aid funding for fiscal year 2027, Nā Kama Kai will continue to strengthen its programs and fund development strategies through five key components: the annual Pa‘akai Gala fundraiser, merchandise sales, individual donor cultivation, major gifts, and grants.

The Pa‘akai Gala, an annual fundraising concert and dinner, has demonstrated significant growth and success. The 2025 Pa‘akai Gala achieved a total revenue of \$369,704, with \$210,226 from tables sold, \$136,162 in donations, \$20,985 from the silent auction, and \$2,331 from merchandise sales. After expenses of \$88,145, the net impact was \$281,559, which is \$73,000 more than the previous year. This event continues to be a cornerstone of Nā Kama Kai’s fundraising efforts.

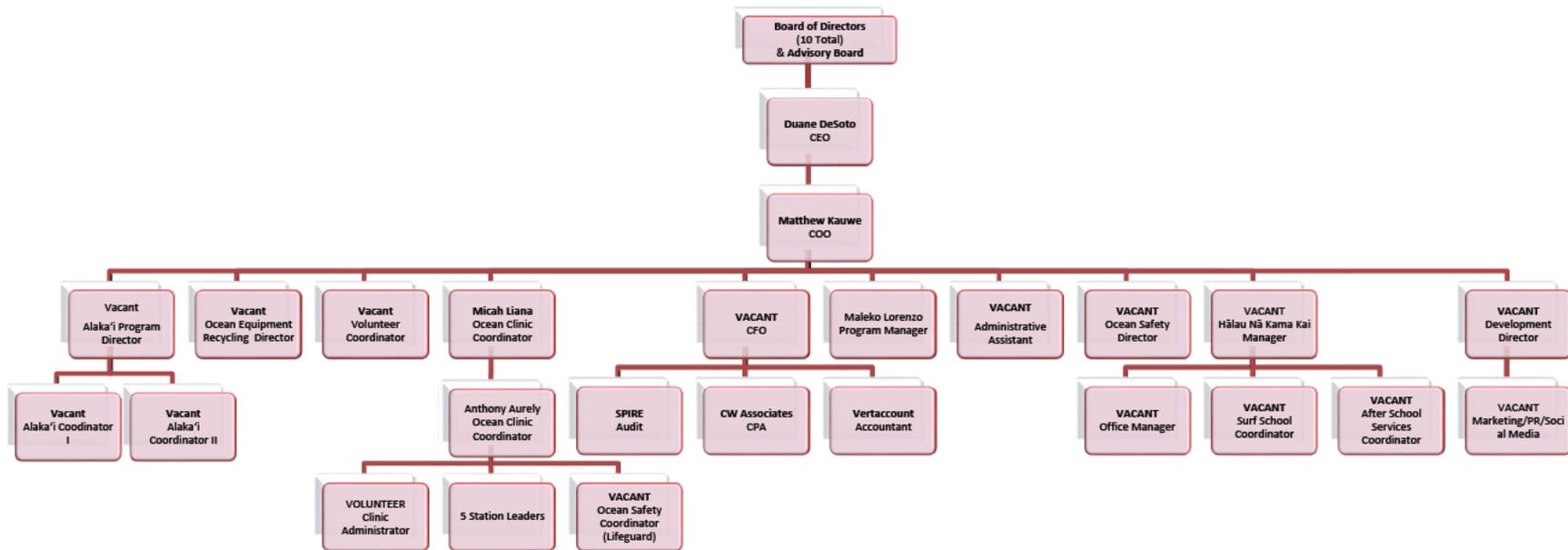
Merchandise sales are a growing part of Nā Kama Kai’s fundraising and marketing strategy. Since expanding merchandise offerings on the website in 2021, the organization plans to continue growing this revenue stream, reaching national and international markets in addition to sales at events.

Cultivating individual donors is critical for future success. While nonprofit organizations nationwide receive approximately 60% of their funding from individual donors, Nā Kama Kai currently receives less than 10%, indicating significant potential for growth. The organization has also experienced some success with major gifts and believes its mission’s authenticity can attract more substantial contributions.

Grants remain a vital source of funding for expanding services. Grant in Aid funding helps demonstrate credibility to other funders by showing diverse support from state, private, and federal sectors. This grant is essential for funding full-time positions, which enhances capacity to secure additional program-focused grants, thereby improving and expanding services for Hawai‘i’s keiki.

If Grant in Aid funding were not received after fiscal year 2027, Nā Kama Kai would leverage the knowledge and experience gained from prior support to seek replacement funding. The organization would execute its fundraising programs as planned to maintain financial stability and sustain current service levels. Program structure would be reviewed to ensure consistency, with growth limited until new funding sources are secured. Nā Kama Kai remains actively engaged in pursuing grants and private funding opportunities.

With humble beginnings and significant success, Nā Kama Kai is committed to positioning itself as a lasting legacy for Hawai‘i’s keiki, ensuring its programs continue to thrive with or without Grant in Aid funding.



BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2026 to June 30, 2027

Applicant: NĀ KAMA KAI

| 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 | 635,000 | | | |
| 2. Payroll Taxes & Assessments | 72,000 | | | |
| 3. Fringe Benefits | 39,400 | | | |
| TOTAL PERSONNEL COST | 746,400 | | | |
| B. OTHER CURRENT EXPENSES | | | | |
| 1. Contracted Swim Instructors | 1,787,500 | | | |
| 2. Bus/Pool Transportation | 910,000 | | | |
| 3. Swim Lesson Equipment Supplies | 1,750 | | | |
| 4. Land Lesson Equipment Supplies | 52,220 | | | |
| 5. Airfare | 16,000 | | | |
| 6. Permits | 1,500 | | | |
| 7. Insurance | 17,500 | | | |
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| TOTAL OTHER CURRENT EXPENSES | 2,786,470 | | | |
| C. EQUIPMENT PURCHASES | 170,700 | | | |
| D. MOTOR VEHICLE PURCHASES | 0 | | | |
| E. CAPITAL | 0 | | | |
| TOTAL (A+B+C+D+E) | 3,703,570 | | | |
| SOURCES OF FUNDING | | Budget Prepared By: | | |
| (a) Total State Funds Requested | 3,703,570 | Matthew Kauwe | 808-372-2813 | |
| (b) Total Federal Funds Requested | | Name (Please type or print) | Phone | |
| (c) Total County Funds Requested | | <i>Matthew Kauwe</i> | 1/22/2026 | |
| (d) Total Private/Other Funds Requested | | Signature of Authorized Official | Date | |
| TOTAL BUDGET | 3,703,570 | Matthew Kauwe, Chief Operations Officer | | |
| | | Name and Title (Please type or print) | | |

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2026 to June 30, 2027

Applicant: ____NĀ KAMA KAI_____

| DESCRIPTION EQUIPMENT | NO. OF ITEMS | COST PER ITEM | TOTAL COST | TOTAL BUDGETED |
|-----------------------------------|-----------------|------------------|---------------|-------------------|
| TREK Pools 40 Foot Container Pool | 3.00 | \$56,900.00 | \$ 170,700.00 | 170700 |
| | | | \$ - | |
| | | | \$ - | |
| | | | \$ - | |
| | | | \$ - | |
| TOTAL: | 3 | | \$ 170,700.00 | 170,700 |

JUSTIFICATION/COMMENTS:

Purchase of 3 more container pools to increase swim lesson access in most needed complex areas and position one on each island in each county. This would potentially reduce transportation costs in our budget since the container pull could be moved to schools and provide walking access for students to lessons.

| DESCRIPTION OF MOTOR VEHICLE | NO. OF VEHICLES | COST PER VEHICLE | TOTAL COST | TOTAL BUDGETED |
|---------------------------------|--------------------|---------------------|---------------|-------------------|
| NONE | | | \$ - | |
| | | | \$ - | |
| TOTAL: | | | | |

JUSTIFICATION/COMMENTS:

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2026 to June 30, 2027

Applicant: NĀ KAMA KAI

| FUNDING AMOUNT REQUESTED | | | | | | |
|---------------------------------|--|--------------|-----------------------|----------------------------------|--------------------------------------|--------------|
| TOTAL PROJECT COST | ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS | | STATE FUNDS REQUESTED | OTHER SOURCES OF FUNDS REQUESTED | FUNDING REQUIRED IN SUCCEEDING YEARS | |
| | FY:2024-2025 | FY:2025-2026 | FY:2026-2027 | FY:2026-2027 | FY:2027-2028 | FY:2028-2029 |
| PLANS | | | | | | |
| LAND ACQUISITION | | | | | | |
| DESIGN | | | | | | |
| CONSTRUCTION | | | | | | |
| EQUIPMENT | | | | | | |
| TOTAL: | | | | | | |
| JUSTIFICATION/COMMENTS: | | | | | | |
| NONE | | | | | | |

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: NĀ KAMA KAI

Contracts Total: 1,254,490

| | CONTRACT DESCRIPTION | EFFECTIVE DATES | AGENCY | GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County) | CONTRACT VALUE |
|----|---|------------------------|----------------------------------|--|-----------------------|
| 1 | Nā Kama Kai Ocean Safety PDE3 Course FY25 | awaiting contract | Office of Community Services | State of Hawai'i | 150,000 |
| 2 | Nā Kama Kai Ocean Safety PDE3 Course FY24 | 6/1/2024-5/30/2025 | Office of Community Services | State of Hawai'i | 250,000 |
| 3 | Nā Kama Kai Ocean Safety PDE3 Course FY23 | 5/1/2023-4/30/2024 | Office of Community Services | State of Hawai'i | 257,500 |
| 4 | Hālau Nā Kama Kai Youth Community Center | 10/15/2025-10/14/2 | Department of Community Services | Honolulu | 150,000 |
| 5 | Hālau Nā Kama Kai Youth Community Center | 10/1/2023-9/30/2024 | Department of Community Services | Honolulu | 200,000 |
| 6 | Hālau Nā Kama Kai Youth Community Center | 10/1/2022-9/30/2023 | Department of Community Services | Honolulu | 199,590 |
| 7 | CARES Act Funding for small businesses | FY 2020 | Office of the Mayor | C&C of Honolulu | 20,000 |
| 8 | Awareness Clinics to Teach and Disseminate Information about the Status, Natural History and Conservation of the Critically Endangered Hawaiian Monk Seal | 09/01/2019-08/31/2020 | NOAA | U.S. Dept of Commerce | 11,000 |
| 9 | Sustainable Fishing Practices - Lawai'a Pono | 10/1/21-9/30/22 | NOAA | U.S. Dept of Commerce | 16,400 |
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