Applicant Smobler_OP

Application Submittal Checklist

The following items are required for submittal of the grant application. Please verify and check off that the items have been included in the application packet.

- ☑ 1) Hawaii Compliance Express Certificate (If the Applicant is an Organization)
- ☑ 2) Declaration Statement
- ☑ 3) Verify that grant shall be used for a public purpose
- ☑ 4) Background and Summary
- ☑ 5) Service Summary and Outcomes
- ☑ 6) Budget
  - a) Budget request by source of funds (Link)
  - b) Personnel salaries and wages (Link)
  - c) Equipment and motor vehicles (Link)
  - d) Capital project details (Link)
  - e) Government contracts, grants, and grants in aid (Link)
- ☑ 7) Experience and Capability
- ☑ 8) Personnel: Project Organization and Staffing

Authorized Signature	Print Name and Title	Date
	Loretta Tan, Founder/CEO, Smobler LLC	1/23/2026

Rev 11/25/2024 Application for Grants

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

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: **SMOBLER LLC**

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

Status: **Compliant**

Hawaii Tax#:
New Hawaii Tax#:
FEIN/SSN#: [redacted]
UI#: No record
DCCA FILE#: 341526

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	Compliant	
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

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 according to the records of this Department,

SMOBLER LLC

was organized under the laws of the State of Hawaii on 02/24/2025 ; that it is an existing limited liability company in good standing and is duly authorized to transact business.

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 22, 2026

Director of Commerce and Consumer Affairs

To check the authenticity of this certificate, please visit: http://hbe.ehawaii.gov/documents/authenticate.html
Authentication Code: 622933-COGS_PDF-341526C5

2. Declaration Statement

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

Declaration Statement (HRS §42F-103)

I, Loretta Chen aka Loretta Tan hereby declare, under penalty of perjury, that Smobler LLC complies with **Section 42F-103, Hawai'i Revised Statutes**, and that all information provided in this application is true, correct, and complete to the best of my knowledge and belief.

I further affirm that the grant funds, if awarded, will be used solely for the public purpose described in this application and in accordance with all applicable laws, rules, and conditions governing grants-in-aid from the State of Hawai'i.

I understand and agree to comply with all reporting, monitoring, and accountability requirements imposed by the State or the designated expending agency.

This declaration is made voluntarily and with full knowledge of its legal significance.

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.

Yes. The grant funds requested in this application will be used solely for a public purpose pursuant to Section 42F-102, Hawai'i Revised Statutes.

The proposed project advances the public interest by strengthening food safety, regulatory compliance, and economic development for Hawai'i's local food and value-added product sector.

The project will expand access to compliance guidance, reduce barriers for small and underserved entrepreneurs, improve consumer protection through accurate food safety practices, and enhance the effectiveness of State-supported programs and facilities.

Grant funds will be used exclusively to develop and deploy shared digital infrastructure that supports public access, workforce readiness, and local business resilience.

All activities will be conducted in accordance with applicable State laws, rules, and accountability requirements.

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. The goals and objectives related to the request;

2. The public purpose and need to be served;

3. Describe the target population to be served; and

4. Describe the geographic coverage.

II. Background and Summary

Applicant Background

The applicant is Smobler LLC, a Hawai'i-based frontier technology, blockchain and applied AI development team with demonstrated experience delivering production-ready, domain-specific AI systems for public-interest use cases. The team specializes in building auditable, regulation-aware AI tools that support workforce development, small business growth, and public-sector innovation.

Specifically, Smobler operates at the intersection of artificial intelligence, blockchain, and real-world economic systems specializing in translating emerging technologies into production-ready platforms that support public-sector objectives, small business growth, and workforce development.

Smobler has participated in globally recognized innovation and AI programs and emerged a top startup in Meta Llama, INSEAD, AWS, NVIDIA, and Google, reflecting strong technical validation and governance standards.

The company is backed by leading global investors including Brinc, Animoca Brands, and Mysten Labs (creators of the Sui Foundation), alongside strategic participation from Google.

In Hawaii, Smobler's work focuses on AI systems that reduce regulatory friction, improve compliance, and enable local industries to scale responsibly**,** aligning closely with the island's economic development, innovation, and resilience priorities.

In partnership with the Wahiawā Value-Added Product Development Center (WVAPDC)**,** the applicant has successfully delivered Phase 1 or "Robin" of the AI platform. This platform, code named "Robin" Food AI is an AI-powered compliance and business enablement tool designed to help food producers generate accurate nutritional labels and develop HACCP (Hazard Analysis and Critical Control Points) plans efficiently and affordably. Please see deck and link to live platform

Robin addresses a critical challenge for small and medium food enterprises: navigating complex food safety and labeling regulations without access to costly consultants or in-house expertise. By translating food science, ingredient data, and regulatory requirements into guided, step-by-step workflows, the platform reduces compliance risk while accelerating time to market.

The system supports audit-ready documentation, improves labeling accuracy, and helps producers identify and manage food safety hazards appropriate to their products and processes. Designed with SMEs and

underserved entrepreneurs in mind, Robin advances public health, consumer safety, and economic development by lowering barriers to regulatory compliance and enabling more local food businesses to scale responsibly.

Given the adoption and success of Robin, we now propose to deliver Phase 2 or Batman (Wahiawā AI)—a focused, practical AI assistant designed specifically to support Hawai'i's food and value-added product entrepreneurs.

The applicant brings full-stack AI engineering, product management, and UX capabilities, while WVAPDC provides curriculum, facilities, regulatory expertise, and direct access to entrepreneurs across the State.

This request represents a targeted, implementation-ready component of the broader "Batman" concept paper, scoped specifically for delivery and impact within the FY2027 grant cycle.

1. Goals and Objectives

The primary goal of this request or Batman (Wahiawa AI) is to strengthen Hawai'i's food and value-added product ecosystem by reducing time-to-market, improving regulatory readiness, and increasing the success rate of local entrepreneurs.

Specifically, Wahiawā AI is an AI-powered business coach and resource hub tailored to Hawai'i's food entrepreneurs and WVAPDC administrators. It delivers culturally-aware, regulation-compliant, actionable guidance across product development, ingredient sourcing, manufacturing, compliance, and business strategy via a multimodal assistant (text) and an admin analytics dashboard.

Specific objectives include:

- Providing 24/7, culturally relevant, regulation-aware guidance to food entrepreneurs statewide;
- Improving entrepreneurs' ability to navigate county, state, federal, and export compliance requirements;
- Increasing utilization and effectiveness of WVAPDC's existing programs, facilities, and equipment;
- Generating data-driven insights to help WVAPDC and State agencies continuously improve training,resource allocation, and policy alignment.
- Provide entrepreneurs with accurate, actionable, culturally-aligned guidance to reduce time-to-market for value-added food products.
- Build a trustworthy, auditable AI assistant that minimizes hallucination, supports compliance queries, and preserves user privacy and data ownership.

2. Public Need To Be Served

This request serves a clear public purpose under Chapter 42F, Hawai'i Revised Statutes, by supporting economic development, workforce readiness, and local food system resilience.

Despite Hawai'i's strong agricultural heritage, food entrepreneurs face persistent barriers including:

- fragmented access to regulatory guidance;
- high costs of professional consulting;
- limited technical capacity for scaling and compliance;
- uneven access to business mentorship outside structured programs.

As such, this proposed AI platform further supports the vision of the Hawaii Food and Product Innovation Network or FPIN which is under development by the Agribusiness Development Corporation (ADC) to further Hawaii's agricultural, food security, and economic diversification goals.

This network includes statewide open-access food and product innovation facilities that will help businesses to scale up providing technical expertise, advanced production and manufacturing equipment, training, and commercialization services without the need for significant upfront capital investments.

These facilities will enable local producers to create value-added products, increase production capacity, and access larger markets, ultimately strengthening Hawaii's agricultural sector and boosting economic resilience. Establishing a statewide FPIN will require a strategic planning effort to research best practices and precedents; identify assets, opportunities, and markets; engage entrepreneurs, producers, and stakeholders; and formulate business, operational, and communication plans to guide its development over the short and long term.

As such, we propose to work closely with the Wahiawa Value Added Product Development Center to empower entrepreneurs to go to market promptly but aiding them in regulatory compliance, nutritional labeling and with their Hazard Analysis and Critical Control Points (HACCP Plan) thereby saving them time and money. Phase Two or code named Batman (Wahiawa AI) is an extension of this project.

Wahiawa AI directly addresses these gaps by acting as a scalable public infrastructure tool—extending WVAPDC's reach beyond in-person hours, reducing failure risk for early-stage businesses, and supporting broader State goals around food security, local sourcing, regulatory guidance, business development support and value-added manufacturing to Hawai'i's food entrepreneurs in a scalable, equitable, and cost-effective manner.

For early-stage food entrepreneurs, the platform functions as an always-available public resource that helps transform home or small-batch recipes into compliant commercial products. By guiding users through ingredient sourcing, basic compliance checks, and early food safety considerations—via mobile- and voice-friendly access—the system lowers barriers for individuals who lack capital, technical expertise, or immediate access to professional consultants.

For established and scaling producers, Wahiawā AI supports safer growth by helping businesses evaluate production methods, compare co-packing versus in-house manufacturing, and prepare for export compliance. This reduces regulatory risk, prevents costly errors, and supports Hawai'i-based companies seeking to expand responsibly into mainland and international markets.

For WVAPDC mentors and administrators, the platform delivers public-sector value through aggregated, anonymized insights. By identifying common questions, emerging ingredient demand, and recurring regulatory challenges, Wahiawā AI enables more effective program design, targeted workshops, and data-informed resource allocation—maximizing the return on existing State investments in facilities, equipment, and training.

For regulatory subject-matter experts, the system provides a structured mechanism to validate guidance, update compliance materials, and close knowledge gaps, ensuring that entrepreneurs receive accurate, current, and culturally appropriate information.

Collectively, these user journeys demonstrate how Wahiawā AI operates as critical digital public infrastructure—improving food safety, strengthening local value-added manufacturing, supporting workforce development, and enhancing the resilience of Hawai'i's food system statewide.

3. Target Population

As explicated above, the target population includes:

- Aspiring and early-stage food entrepreneurs participating in WVAPDC programs;
- Established Hawai‘i-based food manufacturers seeking to scale or enter new markets;
- Farmers and producers developing value-added products using locally grown inputs;
- WVAPDC instructors, mentors, and administrators who support these entrepreneurs.

Priority is given to local, small, and underserved entrepreneurs**,** including those in rural communities and those with limited access to traditional consulting resources.

4. Geographic Coverage

The project will serve Statewide, with initial implementation anchored at the Wahiawā Value-Added Product Development Center on O‘ahu and extending access digitally to entrepreneurs across O‘ahu, Hawai‘i Island, Maui, Kaua‘i, Moloka‘i, and Lāna‘i**.**

Phase 1, Robin is a free resource already “live” since 2025 and made readily available and accessible here.

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.

1. Scope of Work, Tasks, and Responsibilities

The project will deliver Batman AI (Wahiawā AI) as a secure, regulation-aware AI business coach and analytics platform purpose-built to support Hawai'i's food and value-added product sector.

The scope of work focuses on extending the reach and effectiveness of the Wahiawā Value-Added Product Development Center (WVAPDC) through digital public infrastructure that improves food safety, regulatory compliance, and entrepreneurial success statewide.

Scope of Work

The project includes the following core components:

- **AI Business Coach for Food Entrepreneurs**
  Development and deployment of a text-based AI assistant, accessible via web and mobile, that provides step-by-step guidance on product development, ingredient sourcing, food safety, regulatory compliance, and scaling pathways. The system is trained on WVAPDC curriculum, curated regulatory documents, and Hawai'i-specific agricultural and food system data.
- **Structured Knowledge Base and Compliance Framework**
  Ingestion and governance of WVAPDC educational materials and regulatory guidance through a structured, version-controlled knowledge base. All compliance-related outputs are source-cited, auditable, and subject to human review.
- **Administrator Analytics and Program Intelligence**
  Deployment of an administrative dashboard that provides insight into user activity, common compliance questions, emerging trends, and resource demand. These analytics support data-driven workshop planning, equipment investment, and program improvement.
- **Human-in-the-Loop Oversight and Quality Assurance**
  Establishment of review, escalation, and correction workflows that allow WVAPDC mentors and regulatory subject-matter experts to validate AI outputs, address edge cases, and continuously improve accuracy and safety.

- **Secure Access, Privacy, and System Reliability**
  Implementation of role-based access control, secure authentication, data privacy protections, audit logging, and operational monitoring consistent with public-sector expectations.

Key Tasks

To deliver the above scope, the project will complete the following tasks:

1. **Build and deploy the core conversational AI assistant**, including intent recognition, regulation-aware response logic, safe-answer fallbacks, and citation-based outputs.
2. **Ingest, structure, and govern WVAPDC curriculum and regulatory documents**, including versioning, metadata tagging, and approval workflows.
3. **Develop a local-first ingredient and supplier directory**, enabling entrepreneurs to identify Hawai'i-based sourcing options and seasonal substitutions.
4. **Implement user management and role-based permissions** for entrepreneurs, mentors, administrators, and regulatory reviewers.
5. **Deploy an administrative analytics dashboard** that tracks usage trends, program outcomes, and compliance-related insights.
6. **Establish quality assurance, testing, and validation processes**, including SME review, logging, and accessibility testing.
7. **Operate and monitor the platform**, ensuring security, uptime, performance, and incident response readiness throughout the grant period.

Responsibilities can be sub-divided into two components :

Applicant Responsibilities

- AI system architecture, engineering, and deployment;
- Platform security, privacy, and operational monitoring;
- Knowledge base tooling, analytics dashboard, and system integration;
- Ongoing technical support, testing, and performance reporting.

WVAPDC Responsibilities

- Provision of curriculum materials, regulatory guidance, and subject-matter expertise;
- Validation of AI outputs related to food safety and compliance;
- Participation in pilot testing and feedback cycles;
- Access to entrepreneurs, mentors, and administrative users for implementation and evaluation.

In sum, we believe that Wahiawa AI is of critical public value.

Our detailed scope of work ensures that State funds support a measurable, accountable, and scalable service that strengthens food safety, accelerates local business development, and maximizes the return on Hawai'i's existing investment in WVAPDC infrastructure and programs.

2. Projected Annual Timeline

The project will be implemented over a **12-month period**, using a phased approach designed to ensure early delivery of usable functionality, rigorous validation, and measurable outcomes within the fiscal year.

Phase 1: Project Initiation, Scope Definition, and Data Curation (Weeks 1–4)

During the initial phase, the project team will conduct structured stakeholder interviews with WVAPDC staff, mentors, and entrepreneurs to confirm priority needs and success measures. Existing WVAPDC curriculum, regulatory guidance, and relevant food safety documentation will be curated, structured, and organized into a first-version knowledge base. This phase establishes the technical and governance foundation required for accurate, regulation-aware AI outputs.

Deliverables:

- Stakeholder needs assessment
- Structured knowledge base (Version 1)
- Defined taxonomy and compliance framework

Phase 2: AI Model Development and Safety Controls (Weeks 5–8)

The second phase focuses on development of the core AI engine. The project team will select and configure the appropriate language model, implement retrieval-based response logic, and establish safety guardrails for compliance-sensitive guidance. Early validation will be conducted with WVAPDC subject-matter experts.

Deliverables:

- Functional AI prototype (LLM + retrieval system)
- Prompt templates and safety thresholds
- Initial accuracy and validation review

Phase 3: System Integration and MVP Deployment (Weeks 9–20)

This phase delivers a minimum viable product (MVP) accessible to users. The AI assistant will be integrated into a secure web interface, with user authentication, administrative analytics, and a seeded local supplier directory. WVAPDC staff and an initial cohort of entrepreneurs will be onboarded.

Deliverables:

- Web-based AI assistant (MVP)
- Administrative dashboard
- Pilot onboarding and training

Phase 4: Pilot Testing, Evaluation, and Iteration (Weeks 21–28)

The MVP will be piloted with approximately 30–50 entrepreneurs**.** User feedback, system performance, and accuracy metrics will be collected and analyzed. Enhancements will be made to improve usability, accuracy, and administrative reporting.

Deliverables:

- Refined AI model (Version 2)
- Pilot evaluation report
- Updated analytics and quality controls

Phase 5: Scaling, Enhancement, and Sustainability Preparation (Weeks 29–48)

The final phase focuses on expanding system capabilities and preparing for long-term sustainability. Enhancements may include multilingual support (e.g., Hawaiian and Tagalog), export compliance guidance, and business health monitoring tools. Final reporting and transition planning will be completed.

Deliverables:

- Expanded feature set
- Final performance and outcomes report
- Sustainability and transition plan

3. Quality Assurance and Evaluation

We will implement a comprehensive quality assurance and evaluation framework to ensure that the Wahiawā AI platform delivers accurate, safe, reliable, and culturally appropriate guidance while continuously improving performance over time. Quality assurance is embedded throughout system design, operations, and program oversight.

i. Monitoring Accuracy, Safety, and Reliability

The platform is designed to prioritize accuracy and public safety, particularly in food safety and regulatory guidance. All responses that reference regulations, WVAPDC curriculum, or food safety practices are source-cited, timestamped, and versioned. Confidence thresholds are applied so that when the system is uncertain, it transparently signals uncertainty and offers escalation to a qualified human mentor rather than providing speculative guidance.

System performance is continuously monitored through operational metrics including response times, error rates, flagged safety issues, and platform availability. Automated alerts notify administrators of unusual activity or potential risks, allowing timely intervention.

ii. Human Oversight and Continuous Review

A human-in-the-loop review process is central to quality assurance. Entrepreneurs and staff can flag responses for review, and WVAPDC mentors or regulatory subject-matter experts assess accuracy, safety, and clarity. Corrections are documented, approved, and incorporated into the knowledge base, ensuring that improvements are retained and applied consistently going forward.

Critical compliance documents are locked from automated changes and can only be updated through formal approval workflows, preserving regulatory integrity.

iii. Evaluation Through Data and Program Outcomes

The platform includes an administrative dashboard that aggregates anonymized usage data, common questions, satisfaction ratings, and flagged issues. These insights enable WVAPDC staff to evaluate:

- whether entrepreneurs are accessing and understanding guidance;
- where recurring compliance or knowledge gaps exist; and
- how program resources can be adjusted to better meet demand.

Evaluation findings are reviewed periodically and used to refine content, improve system prompts, and inform program planning decisions such as workshops or equipment investments.

iv. Testing, Validation, and Security Controls

Before and during deployment, the platform undergoes structured testing, including:

- functional and integration testing to ensure system stability;
- expert-reviewed test scenarios to validate response accuracy;
- accessibility testing to ensure equitable access;
- security and privacy reviews, including audit logging and data protection controls.

These measures ensure that the system meets public-sector expectations for reliability, privacy, and responsible use of data.

v. Continuous Improvement

Quality assurance is treated as an ongoing process rather than a one-time review. Feedback from users, mentors, and administrators is systematically incorporated into periodic updates. Performance trends are reviewed against established measures of effectiveness, and improvements are prioritized based on impact, safety, and public value.

vi. Public Accountability

Through transparent monitoring, expert oversight, and documented evaluation processes, we will ensure that the Wahiawā AI platform remains accurate, safe, and responsive—delivering measurable public benefit and maintaining accountability to the State throughout the grant period and beyond.

4. Measures of Effectiveness or Key Performance Indicators

We will report the following standardized and objective measures of effectiveness to the State agency through which grant funds are appropriated (the expending agency). These measures are designed to assess program performance, public value, and operational reliability in a clear and transparent manner.

i. Access and Usability

- **Time to First Use**
  Measure: Average time from opening the platform to receiving a meaningful response.
  Target: Less than 60 seconds.
  Purpose: Ensures the platform is easy to access and usable by small businesses with limited time and technical expertise.

ii. Accuracy and Safety of Guidance

- **Accuracy of Regulatory and Food Safety Responses**
  Measure: Percentage of AI responses verified as accurate by qualified subject-matter experts (SMEs).
  Target: At least 90% accuracy during pilot testing.
  Purpose: Ensures entrepreneurs receive reliable, regulation-appropriate guidance that supports food safety and compliance.
- **Compliance Safety Error Rate**
  Measure: Percentage of responses identified as potentially unsafe or misleading in compliance-sensitive areas.
  Target: Less than 5%.
  Purpose: Minimizes regulatory and public health risk.

iii. Program Utilization

- **Entrepreneur Adoption**
  Measure: Number of active food entrepreneurs using the platform during the pilot period.
  Target: 30–50 entrepreneurs within eight weeks of beta launch.
  Purpose: Demonstrates real-world use and relevance to the intended population.

iv) Long-Term User Base Growth

- Measure: Total number of registered and active food entrepreneurs using the platform beyond the pilot phase.
- Target: 250 active users within Year 1 of official launch then 1,000 active users by the end of Year 2.
- Purpose: Establishes a quantified adoption outcome that demonstrates platform scalability, sustained demand, and long-term program impact beyond the initial pilot.

v) Administrative Adoption
Measure: Percentage of WVAPDC staff actively using the administrative dashboard on a weekly basis.
Target: At least 90% of pilot staff.
Purpose: Confirms the platform is supporting program planning and resource allocation.

vi) User Satisfaction

- **User Satisfaction Score**
  Measure: Average satisfaction rating collected through user surveys.
  Target: At least 4 out of 5.
  Purpose: Evaluates perceived usefulness, clarity, and trustworthiness of the service.

vii) System Reliability

- **Platform Availability**
  Measure: Percentage of time the system is operational and accessible.
  Target: 99.5% uptime.
  Purpose: Ensures dependable access to a public-facing service.
- **Response Time**
  Measure: Median time for the system to generate a response.
  Target: Approximately one second.
  Purpose: Supports efficient use by entrepreneurs and staff.

In sum, we will ensure along with our grant compliance partners, Spire Hawaii that these measures are to be tracked continuously and reported to the expending agency at agreed-upon intervals.

If the level of appropriation differs from the amount requested in this application, the measures of effectiveness will be reviewed, adjusted as appropriate, and formally transmitted to the expending agency **t**o ensure proportionality, feasibility, and continued accountability.

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)

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2026 to June 30, 2027

Applicant: ___Smobler_____

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	221,000			
2. Payroll Taxes & Assessments	13,165			
3. Fringe Benefits	0			
TOTAL PERSONNEL COST	**234,165**			
B. OTHER CURRENT EXPENSES				
1. Developer Environment	6,000			
2. Coding Assistants	5,000			
3. Managed database	3,000			
4. Vector DB	3,000			
5. Object storage	3,000			
6. LLM inference	6,000			
7. Hosting charges	9,000			
8. Security scanning / pen test	3,000			
9. Security hardening	5,000			
10. Travel expense	15,400			
11.				
12.				
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14.				
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16.				
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18.				
19.				
20.				
TOTAL OTHER CURRENT EXPENSES	**58,400**			
C. EQUIPMENT PURCHASES	**0**			
D. MOTOR VEHICLE PURCHASES	**0**			
E. CAPITAL	**0**			
TOTAL (A+B+C+D+E)	**292,565**			
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	292,565			
(b) Total Federal Funds Requested		Name (Please type or print)		Phone
(c) Total County Funds Requested				
(d) Total Private/Other Funds Requested		Signature of Authorized Official		Date
TOTAL BUDGET	**292,565**	Name and Title (Please type or print)		

Period: July 1, 2026 to June 30, 2027

Applicant: ___Smobler_____

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Chief Executive	1	$180,000.00	15.00%	$ 27,000.00
Chief Technologist	1	$160,000.00	15.00%	$ 24,000.00
AI Lead	1	$140,000.00	25.00%	$ 35,000.00
Full Stack Engineer	1	$120,000.00	15.00%	$ 18,000.00
Front End Engineer	1	$100,000.00	20.00%	$ 20,000.00
UX Design	1	$80,000.00	25.00%	$ 20,000.00
DevOps / SRE	1	$90,000.00	20.00%	$ 18,000.00
QA Engineer	1	$90,000.00	20.00%	$ 18,000.00
Project Manager	1	$85,000.00	35.00%	$ 29,750.00
Grant compliance / Accounting	1	$75,000.00	15.00%	$ 11,250.00
				$ -
				$ -
				$ -
				$ -
TOTAL:				221,000.00

JUSTIFICATION/COMMENTS: Utilizing offshore resources

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2026 to June 30, 2027

Applicant: _____

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST
None			$ -
			$ -
			$ -
			$ -
			$ -
TOTAL:			

JUSTIFICATION/COMMENTS:

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST
None			$ -
			$ -
			$ -
			$ -
			$ -
TOTAL:			

JUSTIFICATION/COMMENTS:

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2026 to June 30, 2027

Applicant: _____

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			0			
LAND ACQUISITION			0			
DESIGN			0			
CONSTRUCTION			0			
EQUIPMENT			0			
TOTAL:			0			
JUSTIFICATION/COMMENTS	not applicable to this project					

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: _____ Contracts Total: 95,000

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	Wahiawa Value Added Product Dev Cntr	5/25 - 12/25	Leeward CC	State	95,000
2	Robin AI - HCCAP Plan, Nutritional Labeling &				
3	Regulatory Compliance AI Platform				
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2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2027.

Quarter 1 (50%)	Quarter 2 (25%)	Quarter 3 (20%)	Quarter 4 (5%)	Total Grant
$146, 282.50	$73,141.25	$58,513	$14,628.25	292, 565.00

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

Not Applicable

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.

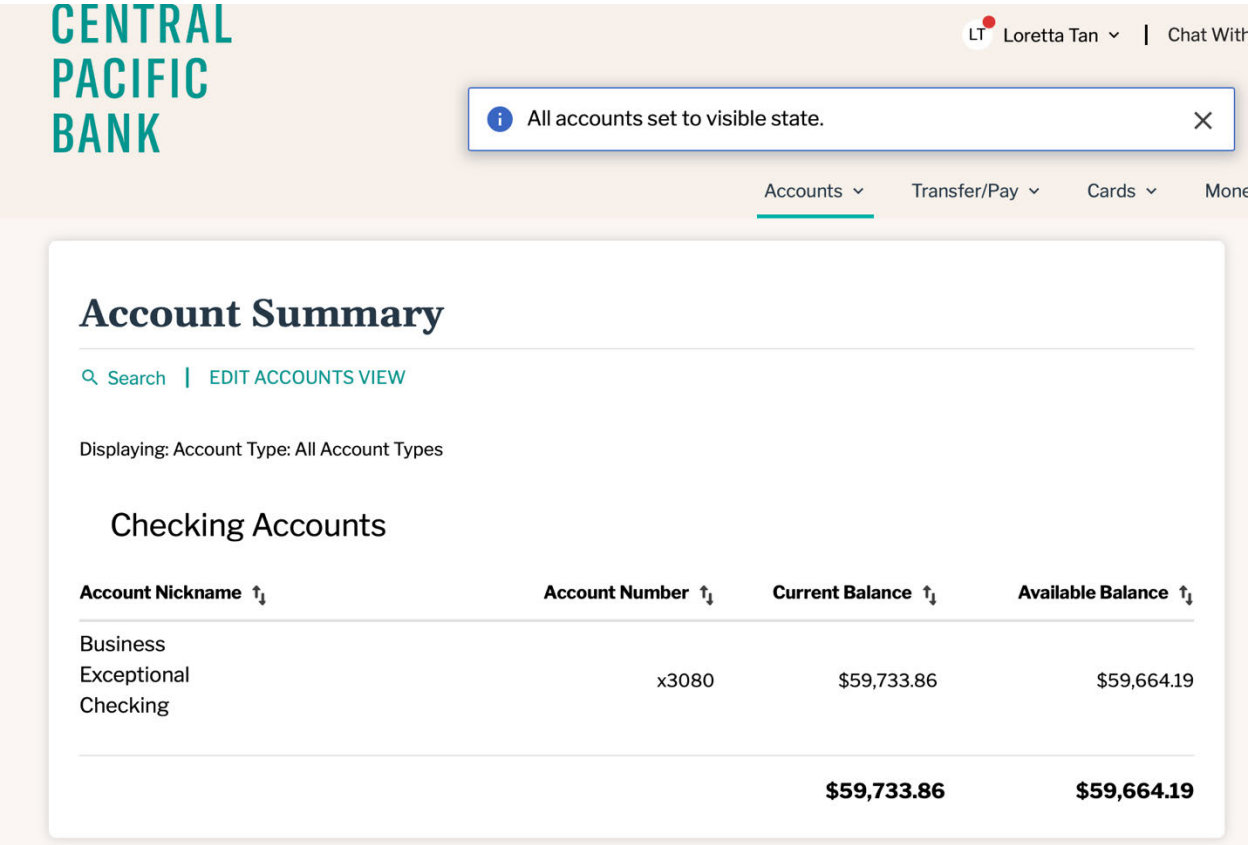
Not Applicable

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.

Wahiawa Valued Added Product Development Center via Leeward Community College for the build of Robin AI to aid in Nutrional Labeling, HACCP Plans and Regulatory Compliance for USD 95,000 in 2025

No other grants anticipated or applied for except the GIA Grant.

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.

Relevant Experience (Most Recent Three Years)

1. Robin Food AI Platform — Food Compliance and Safety (Ongoing)

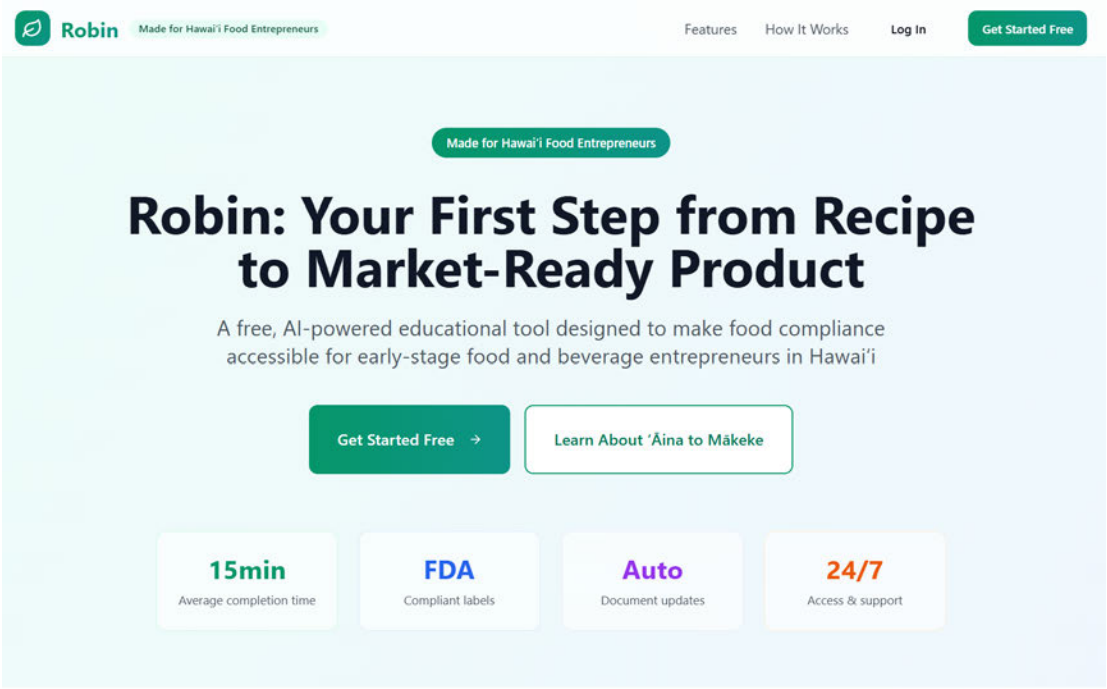
Smobler is the developer of Robin AI**,** an AI-powered food compliance and business enablement platform created for the Wahiawa Value Added Product Development Center (WVAPDC) funded by the State of Hawaii that supports food entrepreneurs and producers with:

- Nutritional labeling generation;
- HACCP (Hazard Analysis and Critical Control Points) plan development;
- Audit-ready documentation for regulatory review.

Robin AI directly addresses food safety, consumer protection, and small-business compliance challenges—making it highly relevant to the proposed Wahiawā AI platform and is in fact, an extension of Robin AI.

This work demonstrates Smobler's ability to embed food science and regulatory logic into AI systems used by real-world operators. You can test Robin AI here :

https://beta.robin.smobler.io/



The Challenge Facing Hawai'i's Food Entrepreneurs

Many early-stage food and beverage entrepreneurs in Hawai'i face a major challenge: navigating complex regulatory requirements to bring their products to market.

This was especially clear among participants in Leeward Community College's 'Āina to Mākeke food business program, which helps local entrepreneurs develop value-added food ideas into retail-ready products.

2. Bhutanverse — Kingdom of Bhutan (2024)

In 2024, Smobler delivered Bhutanverse, a national digital platform for the Kingdom of Bhutan, developed in collaboration with government stakeholders and citizens of Bhutan. The project required:

- Alignment with national development priorities;
- Cultural and ethical sensitivity;
- Secure, scalable digital architecture; and
- Coordination with public institutions.
- Deployment on blockchain (Polygon)

This work demonstrates Smobler's capability to deliver sovereign-grade digital infrastructure under government oversight. You can test Bhutanverse here on our LinkTree as well as browse through our international press coverage :

The Sandbox - BHUTANVERSE: The Hidden Ter

The Sandbox - BHUTANVERSE: Realm of the Sacred Guardians

Druk Holding & Investments Unveils Bhutanverse, A Metaverse-Based Gateway to Bhutan for Global Web3

How this S'porean became a technopreneur in Hawaii & consultant to Bhutan

3. National Agency Projects — Singapore (2022-2025)

Smobler has executed projects with leading national and quasi-government agencies in Singapore, including:

- Mediacorp – Singapore's national broadcaster and content creator
- DBS Bank- Singapore's multinational banking group
- NTUC Income- Singapore's national insurance company
- StarHub- leading Singapore telco
- National Arts Council- Singapore statutory board established in 1991 under the Ministry of Culture, Community and Youth to champion, develop, and promote the arts
- SG Enable- Focal agency for disability and inclusion in Singapore, established in 2013 by the Ministry of Social and Family Development (MSF)

Let's Celebrate 2024 with Singapore's national media network, Mediacorp in the Metaverse

Smobler and Singapore's Rock Icon Inch Chua Launch Music For Good to Champion Young Musicians in The Sandbox

Metaverse Goes to Singapore Heartlands in IMDA's Digital for Life Festival

Metaverse Architect Smobler Unveils New Game At Inaugural Pop Toy Show Singapore 2023

The Sandbox - LKY100 Tribute Exhibition

The Sandbox - A11Y PARK: Alpha (for SG Enable)

The Sandbox - Sonik Satellitez (for National Arts Council)

All these engagements involved building secure, inclusive, and policy-aligned digital experiences for national audiences, often with accessibility, compliance, and public accountability requirements.

4. City of Austin — Texas, United States (2024)

Smobler built an Austinverse for the City of Austin that was launched during SXSW, an international technology and culture festival. The Mayor of Austin officiated the virtual city's launch and was in full support of civic innovation and public engagement initiatives.

The City of Austin, Texas, Enters The Sandbox

The Sandbox x Smobler Studios Partner to Host NOVA 2024: Austin Edition Event

Smobler's work with the City of Austin reflects experience operating within U.S. municipal contexts, including coordination with city stakeholders and alignment with local economic and community development goals.

In sum, we believe Smobler is uniquely positioned to deliver the Wahiawā AI platform because it combines:

- hands-on experience in food safety and compliance AI through Robin AI;
- a proven track record delivering government and national-agency platforms**;**
- institutional-grade engineering, security, and governance practices; and
- the ability to collaborate effectively with public partners such as WVAPDC.

This combination ensures Smobler can deliver a solution that is not only innovative, but accurate, accountable, culturally appropriate, and sustainable—fully aligned with the State of Hawai'i's objectives in food safety, economic development, and public-interest innovation.

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.

Smobler does not require the acquisition, lease, or construction of physical facilities to carry out the activities proposed in this application. The services described herein will be delivered through secure, cloud-based digital infrastructure, allowing statewide access without reliance on additional bricks-and-mortar resources.

All development, deployment, and ongoing operations of the Wahiawā AI platform will be conducted using industry-standard cloud environments ie Google or AWS and remote collaboration tools. This approach is fully adequate for the scope of work and aligns with public-sector expectations for scalability, security, and cost efficiency.

The platform will be accessible to WVAPDC staff and food entrepreneurs through existing devices (desktop, tablet, or mobile), and will integrate with WVAPDC's current programs and facilities without requiring physical modification or expansion.

This facility-light model:

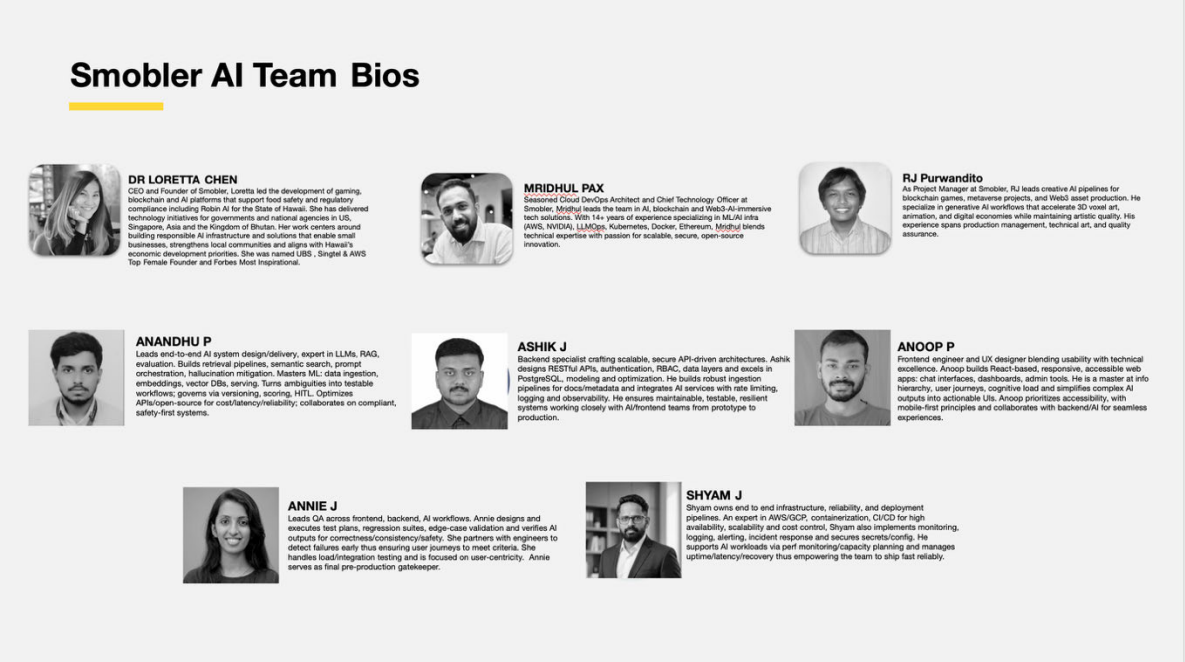
- minimizes capital and operating costs;
- reduces environmental impact and energy consumption;
- supports statewide participation regardless of geographic location; and
- enables rapid deployment and ongoing improvement.

By eliminating the need for new facilities, Smobler demonstrates a sustainable, low-overhead, and environmentally responsible approach that maximizes the State's investment and focuses resources on direct public benefit rather than physical infrastructure.

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.



Proposed Staffing Pattern, Service Capacity, and Personnel Qualifications

Smobler has assembled a highly qualified, senior-led, and execution-proven team with deep experience delivering complex technology platforms for governments, national agencies, and regulated industries.

The staffing model is intentionally lean, senior, and supervision-heavy to ensure accountability, quality control, and the responsible use of public funds.

Staffing Pattern and Service Capacity

The proposed staffing pattern is organized around a clear governance spine supported by specialized functional leads:

- **Executive Leadership (Oversight & Accountability)**
  The Founder & CEO and Chief Operating Officer provide overall strategic direction, fiscal oversight, stakeholder management, and accountability to the State and the expending agency.
- **Technical Leadership and Delivery**
  The Chief Technology Officer leads all engineering, AI, security, and infrastructure work, supported by an AI Lead (ML Engineer), full-stack engineers, DevOps/SRE, frontend/UX, and QA engineering.
- **Program and Delivery Management**
  A dedicated Project Manager coordinates timelines, milestones, reporting, and cross-functional execution to ensure on-time and on-budget delivery.

This structure provides sufficient capacity to deliver the scope of work while remaining scalable and cost-efficient. The team has repeatedly delivered multi-phase projects across jurisdictions and time zones, demonstrating the ability to sustain delivery throughout the grant period.

Qualifications and Experience of Key Personnel

- **Founder & CEO – Executive Oversight**
  Dr. Loretta Chen brings over two decades of experience founding, scaling, and governing technology organizations across AI, blockchain, and digital infrastructure. She has led projects for sovereign governments, U.S. cities, and national agencies, and has direct experience building AI platforms that support food safety and regulatory compliance, including the Robin Food AI platform. Her background in public-sector advisory, academia, and institutional governance positions her to supervise, train, and direct teams operating under public accountability standards.
- **Chief Operating Officer – Administration, Supervision, and Training**
  The COO brings more than 20 years of experience in enterprise operations, monetization, and organizational leadership across regulated and consumer-facing sectors, including food and beverage. She is responsible for operational discipline, staff supervision, partner coordination, and ensuring that delivery aligns with contractual and reporting obligations.
- **Chief Technology Officer – Technical Governance and Risk Management**
  The CTO is a seasoned engineering leader with over 14 years of experience in cloud infrastructure, AI systems, security, and large-scale deployments for enterprise and regulated environments. He has led teams at global technology firms and brings deep expertise in AI governance, security, and reliability—critical to supervising engineers and ensuring safe, auditable outcomes.
- **AI, Engineering, DevOps, QA, and UX Team**
  The supporting technical team includes specialists in machine learning, backend systems, frontend/UX, DevOps/SRE, and quality assurance. Together, they provide end-to-end capability

across design, development, testing, deployment, and ongoing monitoring. The presence of a dedicated QA function ensures formal validation and quality gates prior to release.

- **Advisory Capacity**
  The applicant is further supported by a Board of Advisors that includes globally recognized leaders in technology, infrastructure, and public-interest innovation. This advisory layer strengthens strategic judgment and risk awareness without adding operational overhead.

Supervision, Training, and Administrative Direction

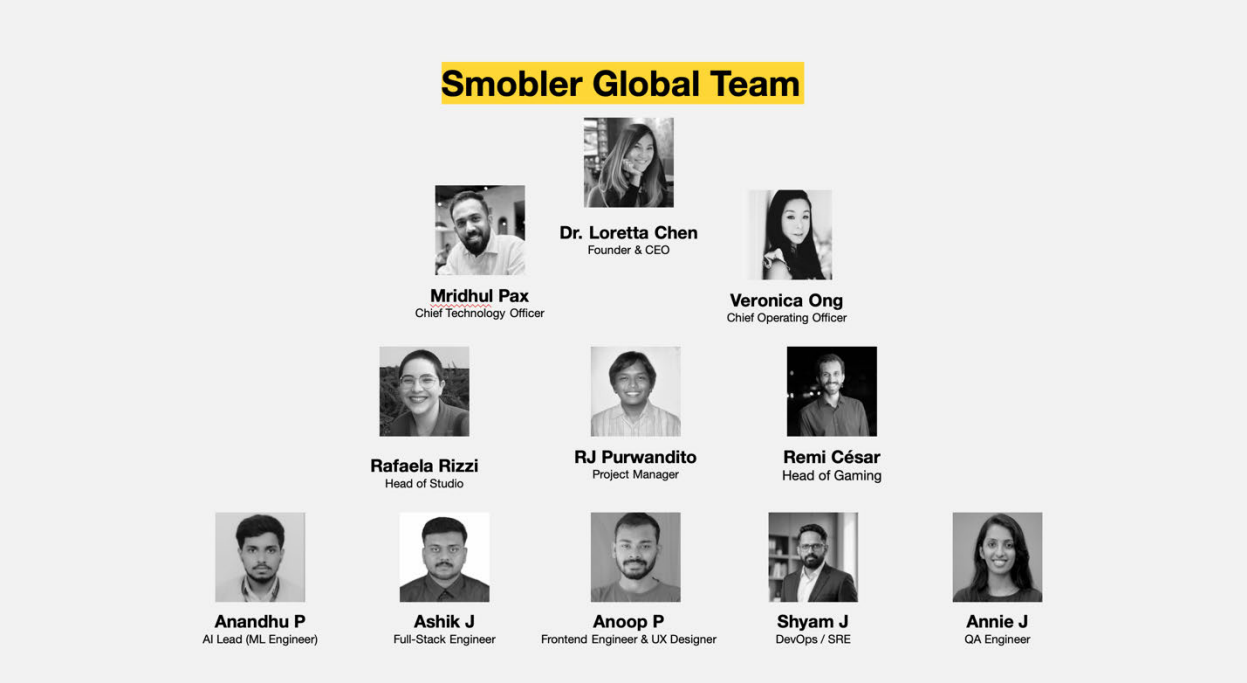
The Smobler team has a demonstrated record of directly supervising multidisciplinary teams, establishing clear performance expectations, and implementing structured training and review processes. Administrative direction is provided through:

- defined reporting lines and role clarity;
- documented operating procedures and delivery milestones;
- regular leadership reviews of progress, risks, and quality; and
- a culture of accountability and continuous improvement.

This governance-led staffing approach ensures that junior and specialist staff are effectively supervised, mentored, and supported, while ultimate responsibility remains clearly vested in experienced C-suite leaders.

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.



Smobler operates under a clear, accountable organizational structure led by experienced executive leadership and supported by specialized technical and operational teams.

Ultimate responsibility for strategy, fiscal oversight, and compliance rests with the Founder & Chief Executive Officer, who provides overall leadership and accountability to the State and the designated expending agency.

Reporting to the CEO are the Chief Operating Officer, responsible for day-to-day operations, administration, and staff supervision, and the Chief Technology Officer, responsible for technical architecture, security, and delivery of AI systems. Functional teams—including AI/ML engineering, full-stack development, DevOps/SRE, quality assurance, UX/design, and project management—report through these executives with clearly defined lines of responsibility and escalation.

This structure ensures strong executive supervision, effective cross-functional coordination, and disciplined delivery consistent with public-sector expectations.

Board of Advisors

Smobler is further supported by an internationally recognized Board of Advisors that provides strategic guidance, technical insight, and institutional perspective. The Board includes senior leaders with experience in blockchain infrastructure such as Evan Cheng who was ex-Meta and Founder of Mysten Labs and Sui Foundation, digital public goods, government-linked institutions, and Hawai'i's innovation ecosystem.

Advisors include leaders affiliated with organizations such as Mysten Labs, The Sandbox, and Hawai'i-based innovation entities, as well as individuals with diplomatic, sovereign, and investment experience.

This advisory body strengthens governance, risk awareness, and long-term strategic thinking while remaining non-operational, ensuring that day-to-day execution remains efficient and accountable.

Governance Assurance

Together, the organization chart and advisory structure demonstrate that Smobler has:

- clear lines of authority and supervision;
- senior leadership directly accountable for performance and compliance; and
- access to seasoned external advisors who enhance judgment and credibility without increasing cost or complexity.

This governance model supports the responsible stewardship of public funds and the successful delivery of the proposed program.

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.

Chief Executive Officer USD180,000
Chief Operating Officer USD 160,000
Chief Technology Officer USD 160,000

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.

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

IV. Future Sustainability Plan (Post-FY2027)

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.

The FY2027 appropriation is requested as catalytic capital to establish durable, shared digital infrastructure that delivers ongoing public benefit while transitioning to a self-sustaining operating model without reliance on recurring State appropriations.

a) **Sustainability Approach for FY2027**

If grant funding is received for fiscal year 2027, Smobler will use the funds to establish a durable, production-ready foundation for the Wahiawā AI platform that enables continuity beyond the grant period.

FY2027 funds will be applied to:

- complete development and deployment of the core platform;
- embed quality assurance, governance, and human oversight processes;
- onboard WVAPDC staff and participating entrepreneurs; and
- document operating procedures, performance metrics, and cost structures.

During FY2027, the applicant will work closely with WVAPDC to transition the platform from a grant-supported initiative to an integrated digital service within WVAPDC's existing program operations.

This includes training staff to manage day-to-day use, establishing clear ownership of content and oversight workflows, and aligning platform maintenance with WVAPDC's annual planning and budgeting processes.

By the end of FY2027, the platform will be fully operational, staff-enabled, and positioned to continue delivering public benefit without requiring additional State appropriations, thereby maximizing the long-term value of the State's investment.

b) Sustainability Approach if Funding Is Not Received Thereafter

If grant funding is received for fiscal year 2027 but not in subsequent years, we will still sustain the Wahiawā AI platform through a diversified, fiscally responsible model that integrates operating discipline, earned revenue, and cost-sharing partnerships through the following :

i. Integration into Existing WVAPDC Operations

Following FY2027, baseline operating costs for the core Wahiawā AI platform will be incorporated into the Wahiawā Value-Added Product Development Center's (WVAPDC) ongoing program budget as a digital extension of its existing training, mentoring, and compliance support services. This ensures continuity of service and preserves public access without the need for additional appropriations.

The core platform—comprising compliance guidance, curated knowledge resources, and administrative analytics—will be treated as essential program infrastructure.

ii. Tiered Access and Earned Revenue

To support long-term sustainability and responsible growth, advanced functionality may be offered through tiered access for scaling enterprises, institutional users, or enterprise partners.

These optional features may include voice-based interaction, multilingual support (including Hawaiian language), export compliance modules, ERP integrations, and custom mobile applications.

This approach enables cost recovery and reinvestment while maintaining the public-purpose mission of the platform.

iii. Strategic Sponsorships and Partnerships

We will pursue sponsorships and partnerships aligned with Hawai'i's food, agriculture, and supply-chain ecosystem, including equipment providers, distributors, and compliance-related service partners.

Sponsorships will be structured to preserve neutrality, regulatory integrity, and public trust.

iv. Replication and Cost-Sharing Across State Programs

Subject to demonstrated performance and demand, the platform may be replicated across other innovation and incubation programs within the Hawai'i Food and Product Innovation Network.

Replication is intended to share operating costs across multiple centers, reduce per-site expense, and increase the return on the State's initial investment rather than expand long-term fiscal obligations.

v. Planned Enhancements (As Non-State Funding Permits)

If additional non-State funding is secured, the platform may be expanded to include Phase 5 as seen in Section III 2. Projected Annual Timeline (above) :

- Voice-based conversational access;
- Multilingual functionality, including Hawaiian language support;
- Hawai'i-specific fine-tuned AI model hosted and governed locally;
- Continuous model training and evaluation pipeline;
- ERP and supply-chain system integrations;
- Custom mobile application (in addition to a mobile-responsive web platform).

All enhancements will be pursued incrementally and subject to cost-benefit review.

vi. Fiscal Discipline and Risk Management

If post-FY2027 funding is constrained, development will be deliberately scoped to prioritize platform reliability, compliance accuracy, and public value over feature expansion.

Operating costs will be monitored annually, and services will be adjusted based on adoption metrics and program impact.

vii. Public Benefit Assurance

This sustainability strategy ensures that the State's FY2027 investment:

- builds long-lived, shared digital infrastructure;
- strengthens food safety, regulatory compliance, and local economic development;
- reduces long-term reliance on public funding; and
- maximizes the return on existing State investments in WVAPDC and statewide food innovation programs.

For more, log on to :

Portfolio and Press Accolades : https://linktr.ee/smobler.io

Website : www.smobler.io

-END-