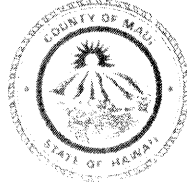


Michael P. Victorino
Mayor

Sananda K. Baz
Managing Director

Kay Fukumoto
Economic Development Director



OFFICE OF ECONOMIC DEVELOPMENT
COUNTY OF MAUI
2200 MAIN STREET
ONE MAIN PLAZA, SUITE 305
WAILUKU, MAUI, HAWAII 96793
www.mauicounty.gov

RECEIVED

2019 MAR 29 AM 9:30

OFFICE OF THE
COUNTY COUNCIL

March 27, 2019

Ms. Michele M. Yoshimura *Miy*
Budget Director, County of Maui
200 South High Street
Wailuku, HI 96793

Honorable Michael P. Victorino
Mayor, County of Maui
200 South High Street
Wailuku, HI 96793

APPROVED FOR TRANSMITTAL

Michael P. Victorino

Mayor Date *3/29/19*

For Transmittal to:
Honorable Keani Rawlins-Fernandez
Chair, Economic Development & Budget Committee
Maui County Council
200 South High Street
Wailuku, HI 96793

Dear Chair Rawlins-Fernandez:

SUBJECT: FISCAL YEAR ("FY") 2020 BUDGET (ED-1) (EDB-1)

I am attaching annual budgets for each grantee proposed in the FY2020 Budget.

Please feel free to contact me with further questions at 270-7224.

Sincerely,

Kay S. Fukumoto

KAY S. FUKUMOTO
Economic Development Director

Attachments

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Grow Some Good (fiscal sponsor Maui School Garden Network)

OPERATING BUDGET

Actuals per FY ending 8/2018

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations	199,199	State (GIA), Corporate/Individuals
Fundraising	63,330	
Program Income	20,515	Program Service Fees
Miscellaneous	2	
TOTAL REVENUE	283,046	
EXPENSES (Describe)		Number of Employees
Direct Labor	91,631	7
Executive Director (OR EQUIV)	69,753	2
Other Employees	10,334	(contract labor)
Fringe Benefits (employer tax/healthcare)	54,860	
TOTAL PAYROLL COST	226,578	
OPERATING EXPENSES BY CATEGORY		
Advertising	594	
Equipment Rental or Small Equip Purchase		
Materials & Supplies	7,099	Program Supplies
Office Expense	2,548	
Printing & Publication		
Rent		
Repair & Maintenance		
Travel	263	
Taxes	2,026	
Insurance	1,622	
Event Expenses (Fundraising)	22,615	
Miscellaneous	4,554	
TOTAL OPERATING EXPENSE	41,321	
TOTAL EXPENSE	267,899	
NET INCOME/LOSS (Revenue Minus Expenses)	15,147	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
None	
TOTAL CAPITAL EXPENDITURE	0

Signature: 

Print name of signer: Kathy Becklin

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Hawaii Farm Bureau Federation, Maui County

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations	20,000	Hawaii Food and Wine Festival
Fundraising	52,000	Maui Ag Fest
	7,000	Localicious
	350,000	County Grant w/ 35k 4H livestock proviso
	12,000	HFBF contribution for fringe benefit costs
Miscellaneous		
TOTAL REVENUE	441,000	
EXPENSES (Describe)		
Direct Labor		Number of Employees
Executive Director (OR EQUIV)	40,000	1
Other Employees- contract workers	80,100	3
Fringe Benefits (employer tax/healthcare)	12,000	
TOTAL PAYROLL COST	132,100	
OPERATING EXPENSES BY CATEGORY		
Advertising	20,200	promotional material
Equipment Rental or Small Equip Purchase		
Materials & Supplies	17,200	
Office Expense	3,500	postage, utilities
Printing & Publication	6,000	social media
Rent	0	
Repair & Maintenance		
Travel	8,000	Convention, Food Safety Conf., Advocacy Meetings
Grown on Maui Campaign	20,000	
Ag in the Classroom	11,500	
Educate the Educator	12,000	
Maui AgFest and 4H Livestock Fair	34,500	
4H Livestock	35,000	
Growing Future Farmers	60,000	
Maui Fair	800	
Workforce Pipeline/Ag Viability	24,500	workshops/speaker expenses/research assistance
Maui Association of Landscape Professional	10,800	workshops and Maui Garden Expo/ornamental training
Maui Cattlemen Association	16,600	livestock workshops bringing in speakers
Maui Coffee Association	28,300	Seed to Cup and Annual Meeting
Miscellaneous		
TOTAL OPERATING EXPENSE	308,900	
TOTAL EXPENSE	441,000	
NET INCOME/LOSS (Revenue Minus Expenses)	0	

Accounting&Grants Mgr

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
TOTAL CAPITAL EXPENDITURE	0

Signature:

signed *Warren K. Watanabe*

Print name of signer:

Warren K. Watanabe

2019 ORGANIZATIONAL ANNUAL BUDGET

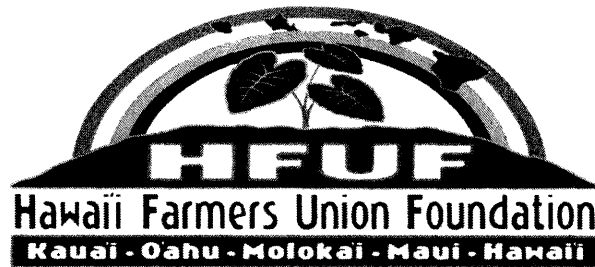
GRANTEE NAME: Hawaii Farmers Union Foundation

OPERATING BUDGET January to December 2019

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations - Grants	20,000	NFU Food Safety
Grant (Originally \$19k in 2017)	6,333	HDOA Specialty Crop
Grant	90,000	Grants in Aid - State of Hawaii
Grant (Originally \$30K)	9,000	Hawaii Community Foundation
Grant (Originally \$228,860)	114,430	Kamehameha Schools Grant
Grant	20,000	Atherton Foundation
Grant - FAM 2018-2019 (Originally \$115,000)	95,833	County of Maui
Grant	99,000	Hawaii Department of Agriculture
Grant - Expected	62,500	Kamehameha Schools Grant
Grant - Requested (\$215,000 with \$145k FAM and \$70k Convention/Speakers Outreach)	66,167	County of Maui
Donation	5,000	HFUU Mauna Kahalawai Chapter
Donation	1,990	Network for Good
Donation - Expected	20,000	Private Donors for Convention
Donation (Originally \$50,000)	15,000	Private Donor for Kauai
TOTAL REVENUE	625,253	
EXPENSES (Describe)		
Direct Labor		5 Total Employees (1 Grants manager, 2 under KS grant, 1 FAM, 1 Technical Support)
Executive Director (Equivalent is Grants Manager)	12,960	Salary for general administration; compensation for direct support to each grant is under direct costs/programs
Administrative Employees	13,300	President, Secretary, Resource Development Support
Program Employees/Consultants	243,018	Salary/Benefits & Consultant line items for grants
Fringe Benefits (employer tax/healthcare) for HFUF Admin Employees	3,888	For Grants Manager
TOTAL PAYROLL COST	273,166	
OPERATING EXPENSES BY CATEGORY		
Materials & Supplies	296	
Office Expense inc Website/email fees/Utilities	1,940	
Printing & Publication	200	
Travel	3,688	
Legal and Professional Fees	9,900	
Miscellaneous (Bank, QB fees, Insurance)	3,960	
Programmatic Expenses (Direct Expenses by grants)	320,269	
TOTAL OPERATING EXPENSE	340,253	
TOTAL EXPENSE	613,419	
NET INCOME/LOSS (Revenue Minus Expenses)	11,834	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
TOTAL CAPITAL EXPENDITURE	0



P.O. Box 443, Makawao, Hawaii 96768
(808) 800-3974

Vincent Mina
Chair/President
Maui

Anny Bruch
Vice-President
Kauai

David Case
Secretary
Kona, Hawaii

Gail Byrne- Baber
Treasurer
Kohola, Hawaii

Steve Lund
Puna, Hawaii

Christian
Zuckerman
Wai'anae, Oahu

Tina Silva
Grants Manager
Office of Economic Development
County of Maui
2200 Main Street, Suite 305
Wailuku, HI 96793

March 25, 2019

Dear Ms. Silva,

Hawaii Farmers Union Foundation (HFUF) is pleased to submit its FY2019 organizational budget. We value the continued relationship we have with the County of Maui and appreciate the support we have received for our work to grow family farmers throughout Maui with the Farmer Apprentice Mentoring Program (FAM).

As requested, we have provided information on all funding sources on-hand and anticipated for this fiscal year. Included is the \$215K discussed in our meeting with Mayor Victorino. If awarded, the FAM program will invest \$145K for its next cohort (November 2019-October 2020). We have been delighted with the growth of the FAM program and the support it has gained from its mentors, the College of Maui, county agencies and farmers. The increase in funding will allow us to expand a critical component, the Farm Immersion phase that will give apprentices needed extended on-farm experience.

The remaining \$70K will be used to support the educational and outreach activities of our 2019 Annual HFUU Convention on Maui (October 2019) and the Maui Chapters Public Access Farming Speaker Series (November 2019-October 2020). These educational activities will be directly managed by the Hawaii Farmers Union Foundation and will be reported to the County of Maui in the same manner as the FAM expenses have been provided over the past years; we anticipate that only about 10% of these funds will be in the salary line item. HFUU is a vital network of information, resources, linkages and support for experienced and beginning farmers. In a challenging agricultural environment, a supportive network for farmers provides a resource that can make a difference for family farmers to succeed.

We have provided the detailed line items for the HFUF administrative expenses for FY2019. Programmatic expenses (specific program expenses covered by grant funds) have been broken down by Salary/Consultant line item and other direct program expenses. If additional detail is needed for any of the grants, we are happy to provide individual grant budgets as needed.

HFUF appreciates the County Council's consideration of its request. Please let us know if there are any additional questions you may have.

Kind regards

Anabella Bruch

Anny Bruch
HFUF Vice President
vicepresident@hfuf.org

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Hui Noeau

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT
Class Tuition/Fees	315,741
Membership Fees	75,000
Rental Income	220,887
Dividends/Interest	857
Sales	306,924
Fund Raising	124,465
Contributions	400,485
Grants	243,214
TOTAL REVENUE	1,687,573
EXPENSES (Describe)	
Direct Labor	530,701
Executive Director (OR EQUIV)	112,000
Other Employees	239,587
Fringe Benefits (employer tax/healthcare)	127,718
TOTAL PAYROLL COST	1,010,006
OPERATING EXPENSES BY CATEGORY	
Advertising	67,348
Facilities Expense	105,045
Materials & Supplies	119,634
Office Expense	18,809
Other Operating Expenses	12,392
Sales/Development Expense	101,369
OPERATING EXPENSE	424,597
TOTAL EXPENSE	1,434,603
NET INCOME/LOSS (Revenue Minus Expenses)	252,970

CAPITAL EXPENDITURE/Balance Sheet

DESCRIPTION OF ITEM	AMOUNT
Future Woodworking Studio	10,166
Parking Lot Improvements	1,342
Matsumoto Cottage Repairs	18,404
TOTAL CAPITAL EXPENDITURE	29912

Signature: _____

Print name of signer: _____

King Kekaulike Foundation for Performing Arts
PO Box 880371
Pukalani, HI 96788

March 27, 2020

Aloha Ms. Fukumoto,

We are in receipt of your letter dated March 21st concerning the Mayor's inclusion of our funding needs in his 2020 budget. We understand the County Council has made this request and we need to explain our situation.

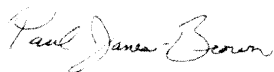
The board does not intend to become an employer, therefore, there are no salaries, no employees, no non payroll operating expenses, nor any capital expenditures and our only funding sources are currently, the County and the State. Going forward, we believe the center would generate sufficient revenue to continue operations with modest subsidies from government, the philanthropic community, individuals, and businesses. It is our intention to send out an RFP (draft attached) and contract with an experienced company to manage the performing arts center on behalf of and for the benefit of the myriad community organizations who would like to use the facility.

Those who have expressed an interest, include, but are not limited to, 'Ulalena, Maui Academy of Performing Arts, Maui Chamber Orchestra, Alexander Academy, Adaptations Dance Theater, Maui Choral Arts Association, Arts Education for Children, to name a few.

This is a \$35 million asset that was always intended to be for the school and community use. It was funded by the State of Hawaii, but not through the Department of Education. It was funded through the Capital Improvement Program. It is a hy-brid, just like the Baldwin H.S. Auditorium, which I believe, correct me if I am wrong, is County funded, not DOE.

Please let me know if you have any other questions. I, and any other of the Board members are available to meet and discuss our request at your convenience. Mahalo nui loa.

Me ka ha'aha'a.



Paul Janes-Brown, Secretary

CC: KKFPFA Board

Scope of Services

Please provide a detailed outline, with specific examples where appropriate, to illustrate how your organization will accomplish the following:

A. Programming –How will you develop a programming schedule that includes a curated mix of high-quality music, film, theater, lectures, dance, comedy, etc. (This list of genres is exemplary; not mandatory)

1. Describe your view of a representative mix of events and how you will achieve it. Please give examples of specific productions, artists, events, etc. that demonstrate this targeted quality and variety.
2. Please describe how you will develop a programming schedule that:
 - • Is attractive to various demographics within the Upcountry Community and the larger Maui County audience;
 - • Includes a mix of genres (film, music, theater, lectures, comedy, etc.);
 - • Includes some leading edge works;
 - • Includes performing arts offerings that are culturally important.
3. The Foundation desires to support local performing artists and arts organizations and community groups, who may want to produce events. Please discuss how you will accommodate these uses in the PAC.

B. Operations – please describe your approach to the following operationally significant components of managing a PAC facility:

- • Staffing including management, training students, operations and technical;
- • Marketing and Promotion;
- • Concessions;
- • Maintenance; (with particular attention to the cement dust problem which has resulted post construction)
- • Ticket sales; and
- • Security and parking.

C. Financial Outlook

- • Please provide a pro forma projection detailing all sources of revenue and all expenses by category, for years 1-5..
- • Please include information regarding your organization's financial strength (for example, current financial statements – balance sheet and income statement – bank account statements and/or letters from bank reporting amounts on deposit, federal tax returns for most recent year) as well as any experience with development and grants.
- • The successful proposer will be required to provide evidence of commercial general liability insurance with a Hawaii insurer with a limit of liability no less than \$ 2 million specifically for the work to be done under this proposal. The insurance must name the King Kekaulike Foundation

for Performing Arts, The State of Hawaii Dept. of Education it's officers, agents and employees, as additionally insured. Evidence of compliant insurance must be provided to the Foundation every year prior to anniversary of contract effective date, for each year of any multi-year contract.

D. Respondent Resumes – Please include several recent examples of success in booking and promoting events, films, concerts, performing arts series, etc. including data on number of attendees, ticket sales, etc.

A documented record of success in programming and managing a performing arts venue is desired. Additionally, please detail any partnerships your organization has been a part of in managing a successful performing arts facility. If your proposal involves partnerships or contracting with other entities, provide details and resumes for any proposed partners or contractors.

E. Community Engagement – Describe what market research or other means will be used to determine the desired programming based on community interest and outreach efforts. Discuss how you will support and/or work with the following (none of these are required but would be considered beneficial by the Foundation):

Local performing and visual artists;

Local business;

Raising the standard of cultural programming for Upcountry;

Introducing new developments in the arts to Upcountry and Maui; and

Arts programming outside the PAC (performing arts in or other venues).

F. Community Theater Facility Maintenance – Describe your organization's ability to obtain general and ongoing maintenance of the theater facility and grounds.

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: LahainaTown Action Committee

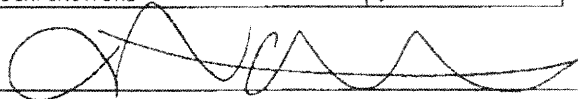
OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc)
County Grant	\$ 50,000.00	Maui County Grants for Annual Events
County Grant	\$ 25,000.00	Maui County Grants for Boat Days
HTA Grant	\$ 20,000.00	HTA Grant
Merchandise (Visitor Center Store)	\$ 940,000.00	Revenue from sales in Visitor Center
Membership Dues	\$ 14,000.00	LAC Memberships
Donations	\$ 3,000.00	Misc. Visitor Center Donations
Sponsors	\$ 80,000.00	Event Sponsors
Misc	\$ 6,000.00	
Program Revenue / Event Income	\$ 104,000.00	
TOTAL REVENUE	\$ 1,242,000.00	
EXPENSES (Describe)		
Executive Director	\$ 52,000.00	
Other payroll expenses / employee wages	\$ 106,800.00	Visitor Center, Membership Director, Event Staff, Labor
Fringe Benefits (employer tax/healthcare)	\$ 6,500.00	Medical Insurance
TOTAL PAYROLL COST	\$ 165,300.00	
OPERATING EXPENSES BY CATEGORY		
Advertising and Marketing	\$ 30,244.00	
Equipment Rental or Small Equip Purchase	\$ 6,000.00	
Administrative / Operating Expenses	\$ 27,650.00	
Professional Fees	\$ 20,000.00	
Total Taxes Fees and Permits	\$ 56,000.00	GET, Payroll, Permits, Taxes
Rent / Common Area Maintenance	\$ 30,000.00	
Utilities	\$ 9,000.00	
Insurance	\$ 13,000.00	
Program and Event Expense	\$ 253,000.00	
Cost of Goods Sold	\$ 600,000.00	
Office Supplies	\$ 6,000.00	
Postage and Delivery	\$ 1,500.00	
Dues and Subscriptions	\$ 1,850.00	
TOTAL OPERATING EXPENSE	\$ 1,054,244.00	
TOTAL EXPENSE	\$ 1,219,544.00	
NET INCOME/LOSS (Revenue Minus Expenses)	\$ 22,456.00	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
N/A	\$ -
TOTAL CAPITAL EXPENDITURE	\$ -

Signature: _____



3/24/19

Print name of signer: Tambara Garrick, LahainaTown Action Committee Board Treasurer

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Lokahi Pacific

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Tenant HUD Rent Revenue	\$ 220,500	Tenant
HUD Assistance Revenue	\$ 589,000	COM, Federal, State
Tenant Rent Revenue Other	\$ 103,000	Tenant
Assistance Revenue Other	\$ 5,500	NHPP
Financial Income - Operations	\$ 247,000	Tenant
Financial Income - Misc	\$ 10	Interest
Invest Income - Residual Receipts	\$ 12	Interest
Invest Income - Replace Reserve	\$ 65	Interest
Invest Income - Misc	\$ 2,250	Interest
Laundry & Vending Income	\$ 5,900	Tenant
Customer Charges	\$ 59,728	Weinberg Rent
Bad Debt Recovery	\$ 6,600	Loan Recovery
Land Lease	\$ 88,743	Land Lease
Fiscal Sponsorship Fees	\$ 43,000	OED
Fiscal Sponsorship Fees	\$ 12,000	HTA
Fiscal Sponsorship Grants	\$ 387,000	OED
Fiscal Sponsorship Grants	\$ 108,000	HTA
TOTAL REVENUE	1,878,008	
EXPENSES (Describe)		
Direct Labor	226,400	4
Executive Director (DR EQUIV)	72,000	1
Other Employees		
Fringe Benefits (employer tax/healthcare)	107,000	5
TOTAL PAYROLL COST	405,400	
OPERATING EXPENSES BY CATEGORY		
Office Expenses	\$ 75,850	
Management Fees	\$ 56,196	
Audit Expense	\$ 39,910	
Misc Admin Expenses	\$ 17,400	
Op Electricity	\$ 63,200	
Op Water	\$ 87,400	
Op Gas	\$ 9,550	
Op Supplies	\$ 13,500	
Op Contract	\$ 89,500	
Rent Free Unit	\$ 26,688	
Trash Collection	\$ 33,500	
Misc Op Expenses	\$ 6,780	
Depreciation Expenses	\$ 422,700	
Real Estate Taxes	\$ 3,200	
Property Insurance	\$ 36,620	
Liab. D&O Umb. & Fidelity Ins	\$ 17,427	
Misc Taxes & Insurance	\$ 8,625	
Interest On Mortgage Payable	\$ 114,700	
Interest On Note	\$ 13,100	
Misc Financial Expenses	\$ 88,743	
Fiscal Sponsorship Grants	495,000	
TOTAL OPERATING EXPENSE	1,713,589	
TOTAL EXPENSE	2,124,989	
NET INCOME/LOSS (Revenue Minus Expenses)	(246,981)	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
TOTAL CAPITAL EXPENDITURE	0

Signature: Stephanie Wilkins
 Print name of signer: Stephanie Wilkins

FY2019-20 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Ma Ka Hana Ka 'Ike Building Program

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations	80,540	Private Donors
Fundraising	1,398,921	
	132,333	Contracts & Earned Income
	233,540	Donor-Advised Funds
	446,513	Local & National Foundations
	667,075	Institutions & Government Grants
		<i>* See attached for full funding source list</i>
Miscellaneous		
TOTAL REVENUE	1,479,461	
EXPENSES (Describe)		
Direct Labor		Number of Employees
Executive Director (OR EQUIV)	66,000	1
Other Employees	562,546	12
Fringe Benefits (employer tax/healthcare)	178,842	
TOTAL PAYROLL COST	807,388	
OPERATING EXPENSES BY CATEGORY		
Educational Stipends (related employer tax included in Fringe Benefits above)	321,602	
Materials & Supplies	125,030	
Tools & Tool Maintenance	14,000	
Fuel & Materials Transport	11,760	
Outreach & Professional Development	8,625	
Contractor/Mentor Participation	35,550	
Facilities & Equipment	29,525	
Travel	24,900	
Consultants	51,000	
G&A (Accounting, Audit, Liability Insurance, Licensing)	30,531	
Depreciation	19,550	
Miscellaneous		
TOTAL OPERATING EXPENSE	672,073	
TOTAL EXPENSE	1,479,461	
NET INCOME/LOSS (Revenue Minus Expenses)	(0)	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
TOTAL CAPITAL EXPENDITURE	0

Signature: _____

Rick Rutiz

Print name of signer: _____

Rick Rutiz

Ma Ka Hana Ka 'Ike		black = secured	
FY 1920 Income		blue = pending/projected	
Funder	Grant/Program	Code	FY 1920
Agua Fund	Kūpuna	10003	\$10,000
Atherton Family Foundation	Na Umeke Piha Pono	10003	25,000
Bendon Foundation	General	10002	5,000
Bretzlaff Foundation	General	10003	10,000
Buck Foundation	All Programs	10002	10,000
Charles Engelhard	General	10003	20,000
Charles & Mitch Ota Foundation	General	10002	15,000
Consuelo Foundation	General	10003	30,000
Cooke Family Foundation	Ho'i lā Hāloa	10003	20,000
DOE - 21st Century	After-School Programs	10001	49,000
Earned Revenue	General	10001	10,000
Fred Baldwin Memorial Fund	Ho'i lā Hāloa	10003	2,000
Frost Family Foundation	Ho'ola Hāna	10003	20,000
G. N. Wilcox Foundation	General	10003	20,000
Hagar Foundation	General	10002	20,000
Hana Endowment	General	10002	2,000
Hana Maui Trust	General	10002	3,000
HCF - CRP	Wailua Nui	10003	30,000
HCF - FLEX	General	10003	20,000
Healy Foundation	General	10003	35,000
HMSA Foundation	Mālama Hāloa	10003	36,513
HMSA Foundation	General	10003	100,000
HTA AA - Wailua Nui	Wailua Nui	10001	27,000
HTA KO - Ho'i lā Hāloa	Ho'i lā Hāloa	10001	30,500
I-LEAD - Year 2	Ho'i lā Hāloa	10004	76,563
I-LEAD - Year 3	Ho'i lā Hāloa	10004	215,513
Julia TD Brown	Building Program	10003	3,000
Kamehameha Schools	All Programs	10004	135,000
Laura Jane Musser Fund	Ho'i lā Hāloa	10003	25,000
Malama Kipahulu	General	10002	13,000
McInerny Foundation	General	10003	40,000
OED - BP	Building Program	10004	95,000
OED- MF	Mahele Farm	10004	20,000

OHA	(Health or Culture)	10004	125,000
Plumeria	General	10002	5,000
Private Donors	Unrestricted	10002	80,540
Queen's/OHA	Hana Ola	10001	15,833
Strong Foundation	General	10002	75,000
Smith Family Fund (HCF)	General	10002	5,000
TOTAL			1,479,461

- 10001 = Contracts & Earned Income
- 10002 = Donor-Advised Funds & Private Donations
- 10003 = Local & National Foundations
- 10004 = Institutions & Government Grants

ORGANIZATIONAL ANNUAL OPERATING INCOME & EXPENSES

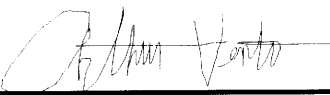
GRANTEE NAME: MAUI ARTS & CULTURAL CENTER

Actual Operating Income & Expenses for FY 2017/2018 (7/1/2017 to 6/30/2018)

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations	875,352	Individuals
Fundraising	719,021	special events
Government	929,693	State & County
Corporations, Foundations & Other	731,133	
Investments	109,628	
Earned Income from other activities	4,354,661	
Miscellaneous		
TOTAL REVENUE	7,719,488	
EXPENSES (Describe)		
Direct Labor	548,917	Number of Employees
Executive Director (OR EQUIV)	199,500	332
Other Employees	2,179,490	
Fringe Benefits (employer tax/healthcare)	569,387	
TOTAL PAYROLL COST	3,497,294	
OPERATING EXPENSES BY CATEGORY		
Advertising	503,322	
Cost of Food & Beverage Sales	325,883	
Overhead expenses	757,402	
Professional fees & Services	458,635	
Production Expenses	596,139	
Rent, Leases	213,741	
Repair & Maintenance	146,121	
Travel	272,828	
Utilities	622,802	
Fixed Expenses (Insurance, Interest)	322,406	
Miscellaneous		
TOTAL OPERATING EXPENSE	4,219,279	
TOTAL EXPENSE	7,716,573	
NET INCOME/LOSS (Revenue Minus Expenses)	2,915	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
TOTAL CAPITAL EXPENDITURE	0

Signature: 

Print name of signer: Arthur Vento

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Maui Chamber of Commerce

OPERATING BUDGET: Fiscal Year 2018-19

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations - Chamber	1,500	Board
Donations - Construction Industry of Maui	7,000	Various Businesses
Fundraising - Chamber	98,000	Businesses, Attendees
Fundraising - Construction Industry of Maui	35,127	Home Show Participants
Membership - Chamber	231,834	Various Business Members
Membership - Construction Industry of Maui	22,200	Various Business Members
Events & Training - Chamber	93,600	Businesses, County
Events & Training - Construction Industry of Maui	61,200	HCI Improvement & Sponsors
Made In Maui County Festival (MIMCF) - County	265,500	County, Sponsors, Vend, Part.
Made In Maui County Marketplace Website & SEO	15,000	County, Participants
Miscellaneous	11,144	Various Businesses
TOTAL REVENUE	842,105	
EXPENSES (Describe)		
Direct Labor		3
Executive Director (OR EQUIV)	92,000	1
Other Employees	117,608	
Fringe Benefits (employer tax/healthcare)	54,989.00	
TOTAL PAYROLL COST	264,597	
OPERATING EXPENSES BY CATEGORY		
Accounting & Professional Services	10,092	
Advertising	8,000	
Bank & Credit Card Fees	10,775	
DataBase/Software/IT	7,400	
Equipment Rental or Small Equip Purchase	3,600	
Fundraising Expense	44,890	
Materials & Supplies	6,000	
Office Expense	16,881	
Printing & Publication	4,950	
Rent	15,744	
Repair & Maintenance	2,000	
Travel	15,650	
Insurance	2,598	
Construction Industry of Maui Program Expenses	83,624	
Chamber Event & Training Expenses	269,260	
Communications	12,000	
Taxes	6,600	
Strategic Planning	12,000	
Staff Training	3,000	
Miscellaneous	8,865	
TOTAL OPERATING EXPENSE	543,929	
TOTAL EXPENSE	808,526	
NET INCOME/LOSS (Revenue Minus Expenses)	33,579	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
TOTAL CAPITAL EXPENDITURE	0

Signature: _____

Pamela Tumpap

Print name of signer: Pamela Tumpap, President

Maui County Sister Cities Foundation

	EXPENSES	OED FUNDS	OTHER CASH
Operations			
1	Fees & SCI Member Dues	\$1,500.00	
2	Insurance	\$1,650.00	
	Incoming Delegation Hospitality	\$8,000.00	
3	Outgoing Delegation Hospitality	\$8,000.00	
4	Supplies & Equipment	\$350.00	
5	Committees	\$150.00	
6	Contingencies	\$2,500.00	
Marketing			
1	Promotional Items	\$500.00	
2	Web Hosting & FB Maintenance	\$1,500.00	
3	Membership Promotion	\$500.00	
4	SCI Annual Conference	\$4,350.00	
Administrative			
1	Program Administrator		
2	CPA	\$1,000.00	
Total		\$30,000.00	

From: Virgil Viernes <vaviernes@gmail.com>
To: <tina.silva@mauicounty.gov>
CC: Stephanie Ohigashi <stephanieohigashi@gmail.com>
Date: 3/27/2019 9:24 AM
Subject: FY 2020 Budget Request
Attachments: FY 2020 BUDGET REQUEST.xlsx

Aloha Tina,

Attached is the Report as requested for the Maui County Sister Cities Foundation (MCSCF) FY 2020 Budget Request.

MCSCF is currently comprised of volunteers from the community, where each of our members share their precious spare time to assist in fulfilling the goals of the Foundation and Sister Cities International. Our most recent budgets allocated the total of \$15,000.00 per fiscal year to be distributed in several areas in maintaining about 26 City Relationships. For Fiscal Year 2020, the MCSCF shall be requesting the sum of \$30,000.00 in its efforts in achieving its goals.

One of our high priority goals is to extend our student exchange relationship that was built through the UH Maui College I.M. Ready Program. This program allowed 4 Maui County students to travel to the Philippines to interact with other students of same educational interests. Our hope is to extend this opportunity to our other Sister Cities Relationships throughout Asia, Europe and the Pacific Ocean.

Another high priority goal is to re-invigorate all of our Sister Cities Relationships, through face to face, person to person contact. With the advent of the modern digital technology, mass communication has been primarily done through the internet. This can be utilized for most forms of communication, yet it still does not provide the true experience of our "Aloha" when not done face to face, person to person. Although we would be pleased to have this goal achieved within a fiscal year, we also understand that we should set limits and follow standard practices. Therefore we would most likely be able to accomplish this on significant anniversaries.

The third priority goal the MCSCF has is to elevate the Friendship City status of some of our relationships to that of true Sister City level. One Friendship City Relationship has been at this particular level for over 20 years and we, along with members of the community would appreciate the value of finally having it become our Sister City.

I thank you for your time and assistance with the Maui County Sister Cities Foundation and all of its endeavors. Should you have any questions and/or comments, please feel free to contact me at any time.

Mahalo Nui Loa,
Virgil Viernes
Chair, Maui County Sister Cities Foundation

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: *Maui Economic Development Board*

(MEDB/KAIPU KUKUI FELLOWS)

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations - Memberships	115,000	Private
Fundraising	266,400	Private
Rental Income	863,708	Private
Conference Fees/Sponsorships	1,035,000	Private
Grant/Contract Revenue	987,148	County
Grant/Contract Revenue	1,047,468	Federal
Grant/Contract Revenue	98,000	State
Grant/Contract Revenue	207,872	Private
Investment Income	9,976	Private
Miscellaneous	93,600	Private
TOTAL REVENUE	4,724,172	
EXPENSES (Describe)		
Direct Labor		Number of Employees
Executive Director (OR EQUIV)	138,000	1
Other Employees	1,130,055	20
Fringe Benefits (employer tax/healthcare)	399,818	
TOTAL PAYROLL COST	1,667,873	
OPERATING EXPENSES BY CATEGORY		
Advertising (Outreach)	105,740	
Equipment Rental or Small Equip Purchase	14,400	
Materials & Supplies	74,235	
Office Expense	69,982	
Printing & Publication	4,650	
Rental Operating Expense	186,936	
Repair & Maintenance	52,475	
Travel	97,540	
Seminars & Meetings	702,596	
Consultants	543,828	
Training & Education	482,280	
Depreciation	264,730	
Interest	333,960	
Miscellaneous (Ins ,Tax & Lic, Confer. Fees)	105,085	
TOTAL OPERATING EXPENSE	3,038,437	
TOTAL EXPENSE	4,706,310	
NET INCOME/LOSS (Revenue Minus Expenses)	17,862	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
TOTAL CAPITAL EXPENDITURE	0

Signature: *Leslie Wilkins*
 Print name of signer: Leslie Wilkins

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Maui Economic Opportunity, Inc.

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations	\$28,000	Charity Walk, Other Donations
Fundraising	75,000	Annual Gala
Grant	12,212,144	County of Maui
Grant	1,159,834	State of Hawaii (Fed Pass Thru)
Grant	2,533,372	Federal - Direct
Private Foundation	79,500	HCF, Weinberg, Other
Program Revenue	261,695	Tuition, Americorp Match, Fees
Miscellaneous	86,512	Rental, Investment, Microloan Interest and Fees
TOTAL REVENUE	16,436,057	
EXPENSES (Describe)		
Direct Labor	8,384,735	Number of Employees = 218 (including 20 program participants)
Executive Director (OR EQUIV)	104,000	
Other Employees	1,035,171	
Fringe Benefits (employer tax/healthcare)	2,777,995	
TOTAL PAYROLL COST	12,301,901	
OPERATING EXPENSES BY CATEGORY		
Advertising	11,982	
Contracts and Professional Services	227,108	
Equipment Rental or Small Equip Purchase	45,000	
Facility and Utilities	258,892	
Insurance	560,584	
Office Expense/Supplies	27,340	
Printing & Publication	25,319	
Program Client Supportive Services	346,294	
Program Materials & Supplies	1,284,128	
Rent	227,835	
Repair & Maintenance	802,662	
Travel and Staff Development	237,492	
Miscellaneous	79,520	
TOTAL OPERATING EXPENSE	4,134,156	
TOTAL EXPENSE	16,436,057	
NET INCOME/LOSS (Revenue Minus Expenses)	\$0	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
State of Hawaii - GIA - Transportation Facility	\$500,000
County of Maui - Vehicle Purchase	403,486
TOTAL CAPITAL EXPENDITURE	\$903,486

Signature: 

Print name of signer: Debra Cabebe, SPHR - CEO

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Maul OnStage/Maul Community Theater

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations	90,000	Individual Donors and Members
Fundraising	53,500	Annual "Sneak Peek" Fundraising Event, Etc.
Ticket Sales	298,700	Theatrical Production Income
Sponsorships	46,000	Business Support for Productions
Concessions/Merchandise Sales	23,677	Food/Drink/Event Memorabilia
Class/Workshop Registrations	62,797	Ongoing Youth Educational Programs
Advertising Sales	26,550	Program Book Advertising
Theater Rentals	47,860	Various Groups and Organizations
County of Maul	53,045	Iao Theater Restoration Grant Funds
Miscellaneous	10,000	Periodic Miscellaneous Grants
TOTAL REVENUE	712,129	
EXPENSES (Describe)		
Direct Labor	148,276	3 FT/5 PT Administrative Employees
Executive Director (OR EQUIV)	65,000	1
Other Employers	86,981	Contracted Artistic/Production/Educational
Fringe Benefits (employer tax/healthcare)	46,107	Health Insurance/Payroll Taxes
TOTAL PAYROLL COST	346,364	
OPERATING EXPENSES BY CATEGORY		
Advertising	27,337	Promotions for Performances and Classes
Equipment Rental or Small Equip Purchase	5,133	Scissor Lift, Carpentry and Building Tools/Etc.
Materials & Supplies	4,867	Primarily Building and Repair Consumables
Office Expense	48,677	Includes Telephone, Electric, Waste Disposal
Printing & Publication	26,500	Program Books/Posters/Fundraising Materials
Rent	25,844	Kolu Street Class and Rehearsal Space
Repair & Maintenance	53,045	County of Maul Funds for Ongoing Iao Restoration
Travel	0	No Work-Related Travel Funds Allocated
Postage -- Office	2,500	Office Correspondence and Bill Payments
Theater Production Costs	55,745	Supplies for Set-Building, Sound, Etc.
Ticketing/Database Software	43,990	Annual Contract with PatronManager/SalesForce
Class and Workshop Expenses	33,120	Educational Materials and Supplies
Dues/Fees/Subscriptions	1,450	League of Historic American Theaters, Etc.
Insurance	9,321	Directors & Officers and General Liability
Professional Services	9,617	Accountant/Auditor/Consultant
Miscellaneous	18,619	Bank Fees and Related Charges
TOTAL OPERATING EXPENSE	365,765	
TOTAL EXPENSE	712,129	
NET INCOME/LOSS (Revenue Minus Expenses)	0	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
	0
TOTAL CAPITAL EXPENDITURE	0

Signature: 

Print name of signer: N. Andrew Toney, Executive Director

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Maui Nui Botanical Gardens

OPERATING BUDGET \$361,250

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations	46,605	Annual Appeals, Major Donors
Fundraising	17,000	Events, Plant Sales, etc.
Membership Dues	30,000	Memberships
HTA Community Enrichment Program	4,750	Hawaii Tourism Authority
HTA Kukulua Ola Program	16,573	Hawaii Tourism Authority
HTA Aloha Aina Program	11,022	Hawaii Tourism Authority
Hawaii Community Foundation Flex Grant	10,000	Hawaii Community Foundation
Atherton Family Foundation Grant	10,000	Atherton Family Foundation
Ceres Trust Grant	38,000	Ceres Trust
Kaulunani Grant	6,600	Dept. Land and Nat. Resources
Office of Economic Development Line Item Grant	150,000	County of Maui
Program Fees	20,700	Admissions, Workshops, etc.
TOTAL REVENUE	361,250	
EXPENSES (Describe)		
Direct Labor		Number of Employees
Executive Director	49,525	1
Other Employees	136,448	4
AmeriCorps members (contracted with MEO)	8,181	
IRA matching contributions	5,579	
Fringe Benefits (employer tax/healthcare)	63,792	
TOTAL PAYROLL COST	263,525	
OPERATING EXPENSES BY CATEGORY		
Advertising & Promotion	3,500	
Bank Service Charges	1,300	
Computer Expenses	4,500	
Construction Expense	5,000	
Dues and Subscriptions	900	
Equipment Rental	500	
Insurance	3,800	
Maintenance and Repairs	15,000	
Miscellaneous	25	
Postage and Delivery	1,600	
Printing and Reproduction	1,500	
Professional Fees	9,600	
Security	1,300	
Fundraising & Special Events	20,000	
Supplies	21,200	
Tax Expense - General Excise	800	
Telephone	2,000	
Travel	2,000	
Utilities	2,300	
Workshops and Development	900	
TOTAL OPERATING EXPENSE	97,725	
TOTAL EXPENSE	361,250	
NET INCOME/LOSS (Revenue Minus Expenses)	0	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT	
Grading and begin construction new nursery	60000	Strong Foundation Grant
TOTAL CAPITAL EXPENDITURE	60000	

Signature: Tamara Sherrill

Print name of signer: Tamara Sherrill

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Maui County Visitor Association DBA / Maui Visitor Bureau

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations		
Fundraising		
International Marketing	200,000	HTA
Operating Expenses & Maui island specific marketing	1,159,000	Hawaii Visitors Convention Bureau
Miscellaneous		
TOTAL REVENUE	1,359,000	
EXPENSES (Describe)		
Direct Labor		Number of Employees
Executive Director (OR EQUIV)	0	1- State Funded
Other Employees	0	State Funded
Fringe Benefits (employer tax/healthcare)	0	State Funded
TOTAL PAYROLL COST	0	
OPERATING EXPENSES BY CATEGORY		
Advertising		See Attachment for MVB Details
Equipment Rental or Small Equip Purchase		state paid
Materials & Supplies	0	State paid
Office Expense	0	State paid
Printing & Publication	0	See Attachment for MVB Details
Rent	0	State paid
Repair & Maintenance	0	State paid
Travel	0	see Attachment for MVB Details
	0	
	0	
	0	
Miscellaneous		
TOTAL OPERATING EXPENSE	0	
TOTAL EXPENSE	0	
NET INCOME/LOSS (Revenue Minus Expenses)	1,359,000	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
TOTAL CAPITAL EXPENDITURE	0

Signature: _____

Print name of signer: _____

**Maui Visitors Bureau
County Detail Budget
FY 2019**

Description	Account Code	Amount Budgeted
Domestic Marketing/Advertising	510.20	810,000
Print	510.21	350,000
Online/Social Media	510.22	460,000
	510.2	
Trade Shows/Wholesaler Support (Training & Support)	540.20	145,000
Media Package (Social, print,media press trip & National TV)		
Golf Hawaii	551.20	30,000
Maui Invitational	552.20	410,000
Sentry Golf Tournament	553.20	152,000
Sports Marketing - XTERRA	555.20	200,000
Kapaula Food & Wine	558.20	30,000
Hawaii Food & Wine	558.20	25,000
Maui Pride	558.20	2,500
Maui Aloha Classic International Windsurfing	558.20	35,000
MCI - Advertising/Trade Shows/FAMS		
Sales	560.25	135,000
Marketing- Print/ Online & Social Media	560.21	100,000
Public Relations/Promotions		
On-going Activities/Blitzes & Press Trips	592.20	124,500
Promotions/Trip Winners (TV Promotional Campaigns)	589.20	0
Agency Fees- Anthology Marketing Group	592.21	151,000
PR Other- OED/FILM	594.20	32,500
Developing Markets (Asia)	595.20	200,000
Social Media, Print Publications, FAM's, Press Trip		
Japan	595.21	75,000
Korea	595.22	75,000
China	595.23	50,000
Cultural Tourism	596.20	300,000
Used for Hawaiian entertainment for tradeshow on mainland, Town Parties entertainment, Supporting re-branding of Kuleana to " Maui" in the U.S. Market		
Activities Owners Association	610.20	35,000
Social Media, Print- reimbursement to Activities Owners Assoc.		
Fulfillment/Collateral- Zeta Global	640.20	160,000
Collateral sent to consumers & travel agents when ordering online- sent from warehouse on Mainland		
Promo/Collateral		
Marketing	641.21	40,500
Administrative Services	715.20	400,000
Admin-Professional Services (Annual Audits, Grant Writing, Grant Quarterly reports, TSP)	715.21	82,000
TOTAL Maui		\$ 3,600,000
Moloka'i Visitors Bureau		200,000
Lāna'i Visitors Bureau		200,000
		\$ 4,000,000

**Mokokai Visitors Bureau
County Detail Budget
FY 2019**

Description	Account Code	Amount Budgeted
Domestic Marketing/Advertising	510.20	63,000
Print	510.21	28,000
Online/Social Media	510.22	35,000
	510.2	
Trade Shows/Wholesaler Support		
Travel Trade Specialist FAM	690.45	24,000
Public Relations/Promotions		
On-going Activities/Blitzes & Press Trips	592.20	25,000
FAM Tours	670.45	10,000
Press Kit/ Photography	630.44	9,600
Fulfillment/Collateral- Zeta Global	640.20	30,000
Collateral sent to consumers & travel agents when ordering online- sent from warehouse on Mainland		
Promo/Collateral		
Marketing	641.21	20,000
Sales Professional Services	760.44	16,900
Julie B.- Travel Expenses in city and out city	790.44	1,500
TOTAL Molokai		\$ 200,000
		\$ 200,000

**Lanai Visitors Bureau
County Detail Budget
FY 2019**

Description	Account Code	Amount Budgeted
Domestic Marketing/Advertising	510.20	110,000
Print	510.21	40,000
Online/Social Media	510.22	70,000
	510.2	
Trade Shows/Wholesaler Support		
Travel Trade FAM	690.45	10,000
Public Relations/Promotions		
On-going Activities/Blitzes & Press Trips	592.20	15,000
CMI FAM (Meetings, Corporate and Incentive groups)	670.45	10,000
Fulfillment/Collateral- Zeta Global	640.20	24,000
Collateral sent to consumers & travel agents when ordering online- sent from warehouse on Mainland		
Promo/Collateral		
Marketing	641.21	20,000
Other vents/ Misc.	785.45	11,000
(During course of year we support the local halau or other pop up local events such as Seaborn Cruise		
TOTAL Lanai		\$ 200,000
		\$ 200,000

**MAUI COUNTY VISITOR ASSOCIATION
DBA MAUI VISITORS BUREAU
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE FISCAL YEAR ENDED JUNE 30, 2018**

	County of Maui	VASH	Total
SUPPORT AND REVENUE			
Grants	\$ 3,865,945	\$ 66,511	\$ 3,932,456
Total Support and Revenue	<u>\$ 3,865,945</u>	<u>\$ 66,511</u>	<u>\$ 3,932,456</u>
EXPENSES			
Domestic Marketing/Advertising	\$ 832,888		\$ 832,888
Events	806,360		806,360
Acctg. / Admin Svcs. (Note 6)	483,400		483,400
PR - Ongoing Activity	234,162		234,162
Lanai Marketing	196,144		196,144
Fulfillment - Collateral	156,456		156,456
Molokai Marketing	199,933		199,933
Japan - PR/Promotions	250,509		250,509
MCI - Advertising/T.S./Family	259,218		259,218
Video Production	151,650		151,650
Ad Production	48,866		48,866
Trade Shows/WH Support	144,902		144,902
HTA - VASH (Note 9)	-	44,846	44,846
Activities Owners Association	27,658		27,658
Promotion/Collateral	40,480		40,480
Promotions / Trip Winners	37,271		37,271
PR - Other/OED	32,453		32,453
Golf Hawaii	12,946		12,946
Market Research and Devel.	84,704		84,704
Miscellaneous	108		108
Depreciation	189		189
Total Expenses	<u>4,000,297</u>	<u>44,846</u>	<u>4,045,143</u>
Change in Net Assets	<u>(134,352)</u>	<u>21,665</u>	<u>(112,687)</u>
NET ASSETS - BEGINNING OF YEAR			<u>440,082</u>
NET ASSETS - END OF YEAR			<u><u>\$ 327,395</u></u>

See auditor's report and notes to the financial statement

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Responsible Markets (Fiscal Agent, Maui United Way)

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Restricted Donations	123,793	53 Separate Funders
Fundraising	830,000	Annual Campaign (200 pages long)
Corporate Sponsorship	50,000	Local Corps (HEI, HMSA, etc.)
County Grant	75,000	
National, Local Foundation and Public Funding	80,000	State, Rockefeller, Atherton, etc
Individual Donations	30,000	through HCF and directly
10% Fiscal Agent Fees	20,000	
Miscellaneous (special events and drives)	24,108	
TOTAL REVENUE	1,232,901	
EXPENSES (Describe)		
Direct Labor		Number of Employees
Executive Director (OR EQUIV)	73,543.75	1
Other Employees	131,776.25	3
Fringe Benefits (employer tax/healthcare)	105,379.00	
TOTAL PAYROLL COST	310,699.00	
OPERATING EXPENSES BY CATEGORY		
Advertising	5,850.00	
Equipment Rental or Small Equip Purchase	8,960.00	
Materials & Supplies	1,500.00	
Office Expense	12,700.00	
Printing & Publication	8,100.00	
Rent	26,984.00	
Repair & Maintenance	3,160.00	
Travel	25,600.00	
Agency Allocations	470,879.00	
Financial Assistance Allocation	71,413.00	
Campaign Events	34,400.00	
Professional Fees and Services	192,383.00	
Website to Present Study	5,000.00	
Conference Transcript Filming	2,000.00	
Conference Food and Beverage	12,000.00	
Hotel for Conference	6,000.00	
Fiscal Agency Fees	20,000.00	
Miscellaneous	13,500.00	
TOTAL OPERATING EXPENSE	920,429	
TOTAL EXPENSE	1,231,128	
NET INCOME/LOSS (Revenue Minus Expenses)	1,773	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
	0
TOTAL CAPITAL EXPENDITURE	0

Signature: _____

Print name of signer: Kari L. Nunokowa, Ed.D, President and Chief Professional Officer

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: *Middai Livestock Cooperative*

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations		
Fundraising		
Miscellaneous		
TOTAL REVENUE	0	
EXPENSES (Describe) <i>SEE P&L attached</i>		
Direct Labor		Number of Employees
Executive Director (OR EQUIV)	45,000	1
Other Employees	116,635.00	5
Fringe Benefits (employer tax/healthcare)	58,356	
TOTAL PAYROLL COST	219,991.00	
OPERATING EXPENSES BY CATEGORY		
Advertising	1310 5,064.00	
Equipment Rental or Small Equip Purchase	2,0071.00	
Materials & Supplies	12,016.00	
Office Expense	12,988.00	
Printing & Publication		
Rent		
Repair & Maintenance	59,100.00	
Travel	0	
Miscellaneous		
TOTAL OPERATING EXPENSE	273,818.00	
	+ 25,805	
TOTAL EXPENSE	300,623.00	
NET INCOME/LOSS (Revenue Minus Expenses)	99,970.00	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
<i>Equipment repair (band saw, vacuum sealer, mixer grinder compressor units)</i>	15,000

TOTAL CAPITAL EXPENDITURE	15,000

Signature: JH Spruance
Print name of signer: JH Spruance

Moloka'i Livestock Cooperative
Profit & Loss
January through December 2018

	<u>Jan - Dec 18</u>
Ordinary Income/Expense	
Income	
Sales	
Wholesale	
Wholesale - Beef	425,075.10
Wholesale - Pork	4,334.93
Wholesale - Deer	12,423.86
Processing Fees	594.35
Wholesale Shipping	55.00
GE Tax Income - Wholesale	1,521.73
Total Wholesale	<u>444,004.97</u>
Retail	
Retail - Beef	91,385.69
Custom - Beef	16,540.63
Custom - Pork	9,954.36
Retail - Deer	55.04
GE Tax Income - 4.166%	558.65
Retail - Other	4,006.50
Total Retail	<u>122,500.87</u>
Total Sales	566,505.84
Returned Check Charges	25.00
Total Income	<u>566,530.84</u>
Cost of Goods Sold	
Molokai Wildlife Management	3,738.60
Freight In-Products	6,968.84
Cow Purchases	
On Island - Cow	117,696.68
Off Island - Cow	112,215.00
Total Cow Purchases	<u>229,911.68</u>
Hog Purchases	
On Island - Hog	4,408.45
Total Hog Purchases	<u>4,408.45</u>
Deer Purchases	
On Island - Deer	2,271.33
Total Deer Purchases	<u>2,271.33</u>
Freight Out -Products	4,940.71
Landfill	2,039.37
Packaging Supplies	12,016.17
Equipment Repairs & Maint	7,522.91
Total COGS	<u>273,818.06</u>
Gross Profit	292,712.78

Profit & Loss

January through December 2018

	<u>Jan - Dec 18</u>
Expense	
Directors & Officers Insurance	1,776.00
TDI Wages	19.82
Advertising	1,624.22
Bad Debt Expense	0.00
Bank Service Charges	86.68
Facilities Maint & Repairs	2,107.28
General Excise Tax	682.93
Insurance	
Liability Insurance	1,148.77
Total Insurance	1,148.77
Interest Expense	1,660.53
Land Lease	340.00
License and Fees	80.00
Marketing	1,270.75
Office Supplies	1,298.20
Payroll Expenses	
Wages	161,635.78
Federal Payroll Taxes	12,944.26
State Payroll Taxes	8,471.80
Health Insurance	26,374.78
TDI	608.71
Workman's Comp	9,108.00
Payroll Expenses - Other	848.59
Total Payroll Expenses	219,991.92
Professional Fees	
Accounting	2,864.56
Total Professional Fees	2,864.56
Repairs/Maintenance	5,910.50
Supplies	6,638.12
Taxes	
Property	834.92
Total Taxes	834.92
Telephone	1,940.33
Truck Expenses	
Fuel - Truck	751.88
Insurance - Truck	796.00
Total Truck Expenses	1,547.88
Utilities	
Electric	28,505.43
Gas	5,476.49
Total Utilities	33,981.92
Total Expense	<u>285,805.33</u>

Moloka'i Livestock Cooperative
Profit & Loss
January through December 2018

	<u>Jan - Dec 18</u>
Net Ordinary Income	6,907.45
Other Income/Expense	
Other Income	
Finance Charges	3,069.12
Other Income	33.24
	<hr/>
Total Other Income	3,102.36
Other Expense	
Penalties	10.00
Other Expenses	12.00
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Total Other Expense	22.00
Net Other Income	3,080.36
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Net Income	9,987.81

2020 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: TRI-ISLE RESOURCE CONSERVATION & DEVELOPMENT COUNCIL

MAR 25 2019 *DMT*

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations	15,000	
Fundraising	3,000	
Admin Fee for service	67,000	
State GIA grant (FY20)	58,000	
County OED grant	50,000	
TOTAL REVENUE	193,000	
EXPENSES (Describe)		
Direct Labor	29,000	0.75
Executive Director (OR EQUIV)	58,000	1
Other Employees		n/a
Fringe Benefits (employer tax/healthcare)	24,810	
TOTAL PAYROLL COST	111,810	
OPERATING EXPENSES BY CATEGORY		
Advertising	0	
Equipment Rental or Small Equip Purchase	2,330	
Materials & Supplies	0	
Office Expense	2,000	
Postage	500	
Rent	18,000	
Repair & Maintenance	1,300	
Travel/Mileage	500	
Insurance (GL & Board)	2,119	
Utilities	6,900	
Contract Svcs: Finance/HR, Web hosting, Web MT, IT, audit	47,541	
TOTAL OPERATING EXPENSE	81,190	
TOTAL EXPENSE	193,000	
NET INCOME/LOSS (Revenue Minus Expenses)	0	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
NONE	
TOTAL CAPITAL EXPENDITURE	0

Signature: *John A. H. Tomaset*

Print name of signer: John A. H. Tomaset

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: Hawaii Business Research Library

OPERATING BUDGET

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations	0	
Fundraising	0	
Miscellaneous		
TOTAL REVENUE	0	
EXPENSES (Describe)		
Direct Labor		Number of Employees
Executive Director (OR EQUIV)	33,890	1
Other Employees		
Fringe Benefits (employer tax/healthcare)	7,212	
TOTAL PAYROLL COST	41,102	
OPERATING EXPENSES BY CATEGORY		
Advertising		
Equipment Rental or Small Equip Purchase		
Materials & Supplies (Online Database Subscriptions)	15,839	
Office Expense	1,245	
Printing & Publication	2,950	
Rent	2,000	
Repair & Maintenance		
Travel	500	
Miscellaneous (Indirect Costs)	6,364	
TOTAL OPERATING EXPENSE	28,898	
TOTAL EXPENSE	70,000	
NET INCOME/LOSS (Revenue Minus Expenses)	(70,000)	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
TOTAL CAPITAL EXPENDITURE	0

Signature: _____

Print name of signer: _____

K. Itemized Budget

University of Hawaii

Budget Template

Project Title: Hawai'i Business Research Library

EXPENSES	COUNTY	CASH/GRANTS	IN KIND	TOTAL
Operations				
Travel	500.00			500.00
Utilities - Hawaiian Tel	845.00			845.00
Electricity - OTWC	2,000.00			2,000.00
Printing - Maui County Data Book	2,550.00			2,550.00
Online Database Subscriptions	15,839.00			15,839.00
Publications	400.00			400.00
Other Expenditures	400.00			400.00
Indirect Costs	6,364.00			6,364.00
Marketing				
Administrative				
Research Specialist - Salary	33,890.00			33,890.00
Research Specialist - Fringe	7,212.00			7,212.00
Total Expenses	70,000.00			70,000.00
INCOME				
County OED	70,000.00			70,000.00
Cash				
Sponsor's				
In-kind Support and Volunteers				
Total Income	70,000.00			70,000.00

L. Budget Narrative

ADMINISTRATIVE

Salary	\$41,102
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Performance evaluations are done annually by the supervising Center Director through the Research Corporation of the University of Hawai'i (RCUH). Evaluations are then submitted to the Hawai'i SBDC – Lead Center for review and approval by the State Director and then forwarded to the Human Resources department of RCUH.

OPERATIONS

Travel	\$500
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The travel budget for HBRL personnel includes inter-island travel for the Research Advisor to attend two (2) All-Staff meetings. Attendance at these meetings allows the Hawai'i SBDC to provide formal staff development and coaching/mentoring opportunities to ensure that our staff members receive the most current knowledge and skills to solve the complex business issues facing our communities/clients.

Maui County Data Book – Printing/Copying	\$2,550
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HBRL is responsible for design, production, and marketing of the *Maui County Data Book*. The Data Book is distributed to Maui County government agencies such as the Mayor's Office, Council Services, and the Office of Economic Development, and is available for purchase by nonprofit organizations and the general public at the Maui County Business Resource Center. Two copies of the Maui County Data Book are distributed to each of the Maui Island branches of the Hawaii State Library System. In addition, the Maui County Data Book is made available, in electronic form, on the HBRL website.

On-line Data subscriptions	\$15,839
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In support of the research services, the research specialist purchases access to databases that are necessary for quality business research but are not readily available to the general public. This important service of HBRL allows local entrepreneurs to gain access to information they otherwise would not have.

Others

Utilities	845
Electricity / OTWC	2,000
Publications	400
Other expenditures	400
Indirect Costs	<u>6,364</u>

Total:	\$ 70,000
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FY 2020
July 1, 2019 - June 30, 2018
ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: West Maui Soil and Water Conservation District

Technical and Clerical Support for the Four (4) Maui Soil & Water Conservation Districts (West Maui, Central Maui, Olinda-Kula, and Hana)

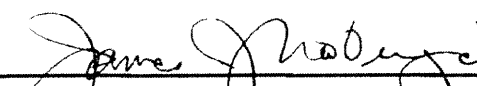
OPERATING BUDGET

REVENUE (Describe - HTA,):	PROJECTED AMOUNT 7/1/2019 -6/30/2020	Names of Funding Source (HTA, State, etc.)
Grants		
County (Personnel/Training/Conferences, etc.)	178,000	County OED
State (West Maui Watershed Coordination, Personnel)	83,000	DLNR - DAR and DOWALD
Federal (Kahana Nui Dam Project, Cooperative Working Agreement)	205,000	NFWF, NACD-NRCS-HACD
State Allotment (2300 per SWCD x 4)	9,200	State DLNR-DOWALD
TOTAL REVENUE	475,200	
EXPENSES (Describe)		
Direct Labor	Amount	Number of Employees
Executive Director (OR EQUIV)	0	0
Employees (personnel/professional service)	188,000	6
Fringe Benefits (employer tax/healthcare/work comp and TDI/401K)	22,000	
TOTAL PAYROLL COST	210,000	County, State DLNR, NACD-NRCS-HACD
OPERATING EXPENSES BY CATEGORY		
Service		
WM Watershed Coordination - Ridge to Reef Program	79,200	State DLNR-DAR
Payroll Service Fees (ALTRES, QB)	30,481	County, NACD-NRCS-HACD
Travel (training/conferences)	12,500	County, NACD-NRCS-HACD, DLNR
Office (supplies, office space, utilities, internet, etc.)	21,220	NRCS, State DLNR-DOWALD
Outreach/Marketing (education, printing, etc.)	1,500	State DLNR-DOWALD
Insurance (Liability Insurance)	1,800	State DLNR-DOWALD
Watershed Projects		
Lahaina Temporary Flood Control Project (inspection/maintenance)	5,000	County
Kahana Nui Dam Project (sediment removal/dewatering to assist County with repairs)	100,000	NFWF
Overhead (contingency/indirect cost/admin fee)	13,449	County, State, Federal
TOTAL OPERATING EXPENSE	265,200	
TOTAL EXPENSE	475,200	
NET INCOME/LOSS (Revenue Minus Expenses)	0	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
TOTAL CAPITAL EXPENDITURE	0

Other In-Kind (technical support, training, earth team volunteer, and other matching time/funds)	60,000.00	SWCD Directors, HACD and other partners. UH CES (state), DLNR (state), NRCS (federal), and earth team volunteer
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Signature: 
 Print name of signer: **James J. Nobriga, West Maui SWCD Chairman**

The Maui Soil & Water Conservation Districts are requesting an increase in its budget for capacity building. Demands on conservation planning have been growing and will continue to rise due to major changes in agricultural activities in Central Maui, expansion of the County Ag Park, as well as providing service in East Maui - Upcountry - West Maui.

West Maui Soil and Water Conservation District
 Technical and Clerical Support for Four Soil & Water Conservation Districts (West Maui, Central Maui, Olinda-Kula, Hana) on Maui
 Fiscal Year 2020
 July 1, 2019 - June 30, 2020
 Budget Narrative

EXPENSES	DESCRIPTION
PAYROLL - Director Labor	
Executive Director (OR EQUIV)	The Maui SWCDs do not have an executive director. All board members are volunteers.
Employees (personnel/professional service)	<p>Clerical Support/Administrative Assistant: Duties include coordination of special events, keep track of projects/grants, correspond between County/SWCD/Engineers regarding County's grading and grubbing plans, assist with personnel management, create displays and outreach materials, maintain SWCD website, provide general office duties, and assist with other SWCD related issues and programs.</p> <p>Technical Support: Conduct initial review and comment on County grading/grubbing permit plans, and assist with other SWCD related issues and programs.</p> <p>Conservation Specialists: Main duties of the CS is to develop conservation plans for farmers and ranchers through a nine-step process. Most of the conservation technical assistance plans qualify for the Farm Bill Program, which allows cooperators to receive federal funds to implement their plan. The CS also conducts conservation education programs and other outreach/marketing activities within the schools and at other public events.</p> <p>Program Specialist: Assist farmers, ranchers and conservation planners with application process.</p>
Fringe Benefits	Employer Tax, Medical and Dental Insurance, Work Comp and TDI, 401K
OPERATING EXPENSES BY CATEGORY	
West Maui Watershed Coordination	Watershed Coordinator: West Maui watershed coordination for Coral Reef Initiative Program/Ridge to Reef Program, and the assist with the Kahana Nui Basin de-watering and sediment removal project.
Payroll Service Fees	QuickBooks/Intuit and ALTRES Payroll Service
Travel	Travel expenses for training, State Capitol Ag Day, Hawaii Association of Conservation District Annual Conference, National Association of Conservation District Conferences (National/Regional), and other special events. Travel expenses include conference registration fees, hotel, airfare, ground transportation, gas, parking, per diem.
Office	Supplies, Office Space [rent], Utilities, Internet, etc.)
Outreach/Marketing	Education, Printing, SWCD Website, etc.
Insurance	Liability Insurance
Watershed Projects	
Lahaina Temporary Flood Control System	Conduct annual inspection and maintenance.
Kahana Nui Dam Project	Dewatering and sediment removal to assist the County DPW with repairs.
Overhead (contingency/indirect cost/admin fee)	Administrative fee, and cost of unforeseen factors. Not to exceed 10% of grant funds.
INCOME	
DESCRIPTION	
COUNTY OED	Grant: Payroll expenses, travel expenses for training and conferences, equipment and services for maintenance of the Lahaina Temporary Flood Control project, website maintenance.
DLNR - DOWALD	Allotment: DLNR-DOWALD - Each district currently received an allotment check from DLNR-DOWALD in the amount of \$2300.00 for fiscal year 2019 (grand total for all four SWCDs is \$9,200) for operating expenses.
DLNR - DAR	Grant: West Maui SWCD Directors are involved with the Coral Reef Initiative Program, and the Ridge to Reef Program. Funding for the West Maui Watershed Coordinator is administered by West Maui SWCD.
Federal: USDA-Natural Resources Conservation Service (NRCS) National Association of Conservation Districts (NACD)	Grant: NACD - NRCS Cooperative Working Agreement [administered via Central Maui SWCD and HACD]. In-Kind: NRCS office space, utilities, internet, field equipment, USDA planning software programs, use of NRCS government vehicles, etc.
Federal/State: Hawaii Association of Conservation Districts (HACD)	Grant/In-Kind: HACD is the administrator of CS and PS positions statewide. One full-time CS and a part-time PS serves the Maui SWCDs.
Federal: National Fish & Wildlife Federation (NFWF)	Grant: Kahana Nui Basin - Assist County with Dewatering and Sediment Removal.
Federal/State/Other: USDA-NRCS, UH-Cooperative Extension Service, SWCD, Volunteers	In-Kind: Matching time and travel spent by SWCD directors and associates, volunteers and partner agency personnel for assisting the SWCDs with conservation programs.

As a side note: Budget increase is needed for capacity building. Demands on conservation planning have been growing and will continue to rise due to major changes in agricultural activities in Central Maui, expansion of the County Ag Park, as well as providing service in East Maui - Upcountry - West Maui.

2019 ORGANIZATIONAL ANNUAL BUDGET

GRANTEE NAME: FRIENDS OF OLD MAUI HIGH SCHOOL

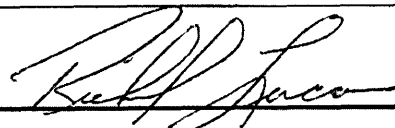
OPERATING BUDGET

92,915.00

REVENUE (Describe - HTA,):	AMOUNT	Names of Funding Sources (HTA, State, etc.)
Donations	470	Alumni, supporters
Fundraising	0	
In-Kind Services (volunteers, donated services)	16,300	Volunteers, service providers
Organization's cash infusion	11,145	Friends of Old Maui High
OED grant	65,000	Maui County
Miscellaneous		
TOTAL REVENUE	92,915	
EXPENSES (Describe)		
Direct Labor		Number of Employees
Executive Director (OR EQUIV)	33,100	1
Other Employees	6,000	1
Fringe Benefits (employer tax/healthcare)	8,515	
TOTAL PAYROLL COST	47,615	
OPERATING EXPENSES BY CATEGORY		
Utilities	10,200	
Fuel	3,000	
Materials & Supplies	2,000	
Office Expense	1,000	
Accounting expense	4,000	
Security	600	
Repair & Maintenance	4,100	
Liability Insurance	1,000	
D&O insurance	1,000	
Printing, postage	1,300	
Tax preparation	800	
Miscellaneous -- in-kind services (non-cash)	16,300	
TOTAL OPERATING EXPENSE	45,300	
TOTAL EXPENSE	92,915	
NET INCOME/LOSS (Revenue Minus Expenses)	0	

CAPITAL EXPENDITURE

DESCRIPTION OF ITEM	AMOUNT
None	0
TOTAL CAPITAL EXPENDITURE	0

Signature: 

Print name of signer: Richard Lucas