

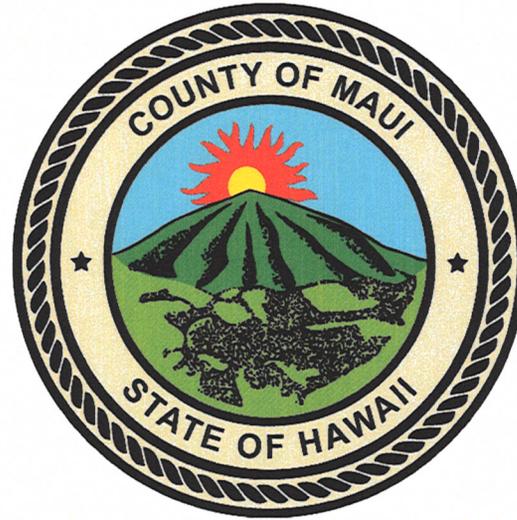
## **EDB Committee**

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**From:** Kay Fukumoto <Kay.Fukumoto@co.maui.hi.us>  
**Sent:** Thursday, February 20, 2020 9:15 AM  
**To:** EDB Committee  
**Subject:** Powerpoint presentation EDB-75(2)  
**Attachments:** 2020 OED BUDGET PRESENTATION.pptx; 2020 OED BUDGET PRESENTATION.pdf

Aloha,  
Attached is the powerpoint presentation for todays EDB committee meeting relating to Office of Economic Development.  
Please contact me if you have any questions.

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Office of Economic Development  
Finding Opportunities  
Connecting Resources  
Diversifying our Economy



# FY20 Organizational Chart



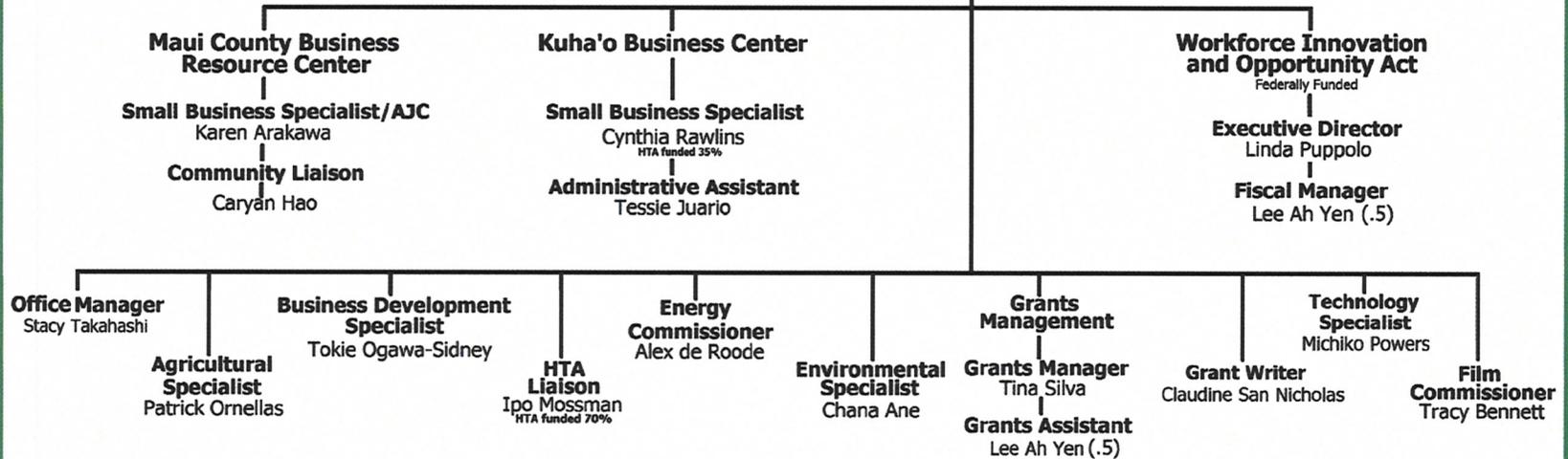
**Mayor**  
Michael P. Victorino



**Chief of Staff**  
Tyson Miyake



**OED Director**  
Kay S. Fukumoto



# *Maui County Business Resource Center (MCBRC) And Kuha‘o Business Center - Moloka‘i Performance Dashboard*

Fiscal Year 2019		
Key Data	MCBRC	Kuha‘o (includes one on one consultations)
# of workshops offered	60	25
# of clients served	5,451	1,021

## *Maui County Business Resource Center*

- ▶ Provides resources to new and existing business owners who need assistance with business operations within Maui County, public access to government resources, and non-profit partners.
- ▶ Houses the Federal/State mandated One Stop American Job Center (AJC) that connects job seekers to jobs. Fourteen partner organizations offer financial aid, mentoring, training, and job transition services.
- ▶ County Meeting Space for up to 30 people with online conferencing.
- ▶ Direct County Services - bus pass sale location and water fees drop off.
- ▶ Business Development Strategic Alliance Team supports entrepreneurs and other small business owners in Maui County.
- ▶ SCORE of Maui County provides free business training and support.

## *Kuha‘o Business Center (Moloka‘i)*

- ▶ Provides resources to new and existing business owners who need assistance with business operations within Maui County, public access to government resources, and non-profit partners.
- ▶ Offers various workshops and personal training for businesses.
- ▶ Produces annual Molokai Business Conference
- ▶ Assisted Molokai Vendors in the 2019 Made in Maui County Festival
- ▶ Gives referrals to Lokahi Pacific for grant funding programs.
- ▶ Assists Molokai projects to apply for OED grant funds and assist with reimbursement payments.
- ▶ New in 2020, assist Hawai‘i Tourism Authority with community outreach and Moloka‘i Tourism Strategic Plan.

## Workforce Innovation & Opportunity Act (WIOA)

- ▶ 100% Federally funded - State administered program for job seekers to access employment, education, training, and support services to succeed in the labor market. Also matches employers with skilled workers to build workforce and economy.

Federal Funding Levels by Program Year (PY)		
Programs	PY2018 Through 6/30/2020	PY2019 Through 6/30/2021
Local Admin	\$54,825	\$55,736
Adult Program	\$155,027	\$145,240
Dislocated Worker Program	\$167,818	\$195,013
Youth Program	\$173,111	\$161,365
<b>Total</b>	<b>\$550,791</b>	<b>\$557,354</b>

- ▶ As unemployment drops, so does WIOA funding.

# *Overall Economic Development Program*

- ▶ OED projects initiated and completed in FY2019 to date:
  - ▶ Mayor's Small Business Awards
  - ▶ Made in Maui County Festival
  - ▶ Supported Friday Town Parties
  - ▶ Shop Small Maui/Small Business campaign
  - ▶ Hawaii on the Hill - showcased 8 companies products and attended meetings with Hawai'i congressional delegation.
  - ▶ Hawaii Small Business, Hawaii Energy Conference, Molokai Small Business Conference
  - ▶ Worked with DBEDT and Governor's office to renew Maui County Opportunity Zones
  - ▶ Hired Technology Specialist and Grant Writer in Dec. 2019
  - ▶ Implemented Open Space funding grant process

## *Transitioning Maui to Diversified Agriculture*

- ▶ OED's Agriculture Specialist manages the Kula Agriculture Park and all tenant concerns and is the liaison to various Ag working groups.
- ▶ OED is working on Upcountry Maui Ag Park Expansion utilizing State appropriations.
- ▶ Looking at technology initiatives specifically in Agriculture.
- ▶ Looking into supporting economic development with axis deer.
- ▶ Looking for grant programs to fund agricultural initiatives.
- ▶ Support ag in the schools and internship programs to promote future ag farmers.

# Business Development: Creating an Entrepreneurial Eco-System

Collaborated with 13 business development partners to create an entrepreneurial eco-system for festival vendors and other interested businesses.



# Made in Maui County Festival Performance Dashboard



Key Data	2018	2019
Number of wholesale buyers, retailers & distributors (Friday)	385	600
Total number of attendees	10,100	9,200
Percentage of visitor attendees	30%	28%
Number of vendors	140	140
Amount made in retail sales	\$681,175+	\$656,799
Total number of items sold	47,047	38,508
Number of new wholesale accounts	138	323
Number of new leads	487	257

## *Hawaii Tourism Authority (HTA)*

- ▶ Memorandum of Understanding to provide monitoring and report services to the HTA on their grants in Maui County
  - ▶ Community Enrichment Program (festivals, cultural and arts events with visitors), Aloha Aina (natural resource grants) and Kukulu Ola (Hawaiian cultural events)

Key Data	2019	2020
# HTA Contracts	28	40
\$ Value of contracts	\$862,500	\$1,499,000

- ▶ Increase in County of Maui funding by \$637,000.

# Moving Our Energy Economy Forward

- ▶ Energy Commissioner is involved in PUC discussions, energy and resiliency panels at conferences and promotes sustainable energy initiatives in Maui County.
- ▶ Involved in stabilizing the charging stations on Maui with an RFP to select a vendor to upgrade County owned stations
- ▶ Looking at various County facilities in utilizing renewable energy
- ▶ On program committee for 6<sup>th</sup> Annual Hawaii Energy Conference + Exhibition - Conference focuses on statewide interests along with national and international developments in energy.
- ▶ Involved in development of resilience hub network for Maui County and climate action planning.

Attendance	
International	29
U.S. Mainland	73
Maui	104
Hawaii (other)	144
Total	350

## *Our Environment is our Economy*

- ▶ OED's Environmental Coordinator serves as the liaison between the county and DLNR's Maui office to insure collaborative efforts to address cross jurisdictional environmental issue
- ▶ Oversees OED grants including invasive species control/ monitoring/ education, coral reef health and protection, water quality monitoring, landfill diversion, watershed restoration, and state efforts to address climate change through the Aloha + challenge.
- ▶ Involved in the Maui Conservation Alliance, the West Maui Ridge to Reef Fast Working Group, Urban Sustainability Directors Network (USDN) Annual Meeting.
- ▶ State and National representation on Green House Gas Sequestration Task Force, Climate Change and Equitable Transition working group, and the Hawaii Four County Environmental Network.
- ▶ Involved in creating a Climate Action, Sustainability & Resiliency Office.

## Film Office Performance Dashboard

Key Data	FY2017	FY2018	FY2019
Money spent on productions in-county	\$5,800,000	\$15,400,000	\$14,200,000
Active crew members	210	256	302
IATSE Local 655 members registered on Maui	47	48	48
Number of productions filed for County permits	48	56	44

Also coordinated \$1,200,000 in State Film Permits in Maui County.

## *Economic Benefits Through OED Grants*

Key Data	FY2014	FY2020
Fiscal Year Grant Budget	8.1 Million	15.3 Million
Fiscal Year Grants awarded	65	110 +

Note FY2020: Working on approximately 75+ open grants from previous fiscal year in addition to current year new grants.

- ▶ Handled estimated **2,000** yearly payment requests and follow ups.
- ▶ Grant organizations match County funds by a **1 to 3 leverage ratio**.
- ▶ Grants are capacity building, economic initiatives, preserves and passes on traditions and the focuses on arts in our community.

# *Grant Program*

- ▶ FY 2021 Budget Considerations
  - ▶ For Line Items and Provisos:
    - ▶ Check that Grantees are compliant
    - ▶ Language of the ordinance can be grantee specific or project specific. If grantee specific, please note proper grantee name
    - ▶ Check that Grantee can secure the proper insurance with specific language required by Risk Management.
  - ▶ For Council line item or proviso - suggest communicating any project summaries and budgets to OED prior to submittal by grantee of application.