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Traci N. T. Fujita, Esq.

COUNTY COUNCIL
COUNTY OF MAUI
200 S. HIGH STREET
WAILUKU, MAUI, HAWAII 96793
www.MauiCounty.us

April 4, 2021

Mr. Tyson Miyake, Chief of Staff
Office of the Mayor
County of Maui
Wailuku, Hawaii 96793

Dear Mr. Miyake:

SUBJECT: **FISCAL YEAR ("FY") 2022 BUDGET** (OM-1) (BFED-1)

May I please request you be prepared to answer the following questions at the BFED Committee meeting held via BlueJeans on **April 9, 2021**.^{*} This will enable the Committee to comprehensively review the FY 2022 Budget. Please also submit your answers to bfed.committee@mauicounty.us by the end of the day on **April 9, 2021**. **Date subject to change without notice.*

Overall

1. If Council were to ask for an 11 percent cut in programs and activities funded by the General Fund to fully fund the recommendations proposed in the Comprehensive Affordable Housing Plan at \$57,000,000, without increasing real property tax revenue:
 - a. What programs or activities would you cut? (TK)
 - b. What impact would the cuts have on residents? (TK)

Operations (Category "B")

1. Proposed services for the Office's Administration Program are up 971.3 percent from \$157,000 to \$1,682,000. What services are being proposed in FY 2022? Were these services previously included under a different Sub-Object Code/Description or are these new services? (Page 378, Program Budget) (SS)

2. Relating to Sub-Object Code 6132 Professional Services, were vendors selected? If not, what is the proposed procurement process to select them? (Page 380, Program Budget) (TK)
3. Is it possible for items purchased under Miscellaneous Other Costs to be covered under any of the Office's other Sub-Object Codes/Descriptions? Please explain. (Page 11-22, Budget Details, 903039B, 6221) (TP)
4. Because the global pandemic is ongoing, please explain the proposed increase in travel expenses. Are there virtual options to offset some of the travel monies being proposed? (Page 372, Program Budget) (TP) (TK)
5. Relating to the appropriation for budget software training and implementation, what portion of that amount is allocated for staff training? Is any funding being allocated to the vendor for on-site training? How much is it for the software license? (Page 388, Program Budget) (TK)
6. Why was the grant to eradicate Miconia/Other invasive species decreased by 20 percent from \$500,000 to \$400,000? (Page 381, Program Budget) (SS)
7. How will the Central Square Budget Module be used? How will it supplement IFAS and OneSolution? (Page 11-17, Budget Details) (TP)
8. Please confirm the State's appropriation in excess of \$75,000,000 to the Hawaii Tourism Authority. Is the County expected to receive a portion of that funding? If no, please indicate why. (Page 11-59, Budget Details) (TP)
9. Provide information on the proposed Professional Services for indigenous and nature-based solutions to climate change. (Page 11-11, Budget Details) (SS)
10. Does the County anticipate additional Federal funds to assist with rent, mortgages, and mediation services when the eviction moratorium ends? If yes, how much is anticipated? (SS)
11. Identify the additional Boards and Commissions planned to be broadcast by Akaku. (Page 11-10, Budget Details) (TP)
12. What entities are being contracted to support renewable energy projects, conduct greenhouse gas inventory updates, and

implementation of the resiliency strategy? (Pages 11-10 and 11-11, Budget Details) (TP)

13. Regarding the future Upcountry Maui Agricultural Park, what will the current initial planning phase consist of? When do you anticipate funding will be needed for the development of the Park, and at what amounts? (YS)

County Grants

1. Relating to Grants and Disbursements for Business Development & Technology:
 - a. How will County funds be spent to support small businesses equitably? (Page 11-41, Budget Details) (TP)
 - b. What is the Council for Native Hawaiians' role as it relates to the Pop-Up Makeke program? (Page 394, Program Budget) (SS)
 - c. How many Maui County businesses participated in the Pop-Up Makeke program? How was funding allocated for shipping, entertainment, etc.? What was the source of funding in FY 2021? Were CARES Act funds used? (Page 399, Program Budget) (TK)
 - d. Each Council district, except for Pukalani-Kula-Ulupalakua, was appropriated \$140,000 in the FY 2021 Budget, but the appropriations in the FY 2022 Program Budget show differing amounts. Please explain the discrepancies. (Pages 399 – 401, Program Budget) (TK)
 - e. Why was the Technology Business Promotion grant increased to \$600,000, and what types of programs do you anticipate being funded? (Page 401, Program Budget) (SS)
 - f. Relating to a \$200,000 grant for Sports and Events, please explain the types of programs and events this funding will be used for. How did this new grant come to fruition? (Page 401, Program Budget) (SS)
2. Relating to Grants and Disbursements for Culture, Arts and Tourism:

- a. Provide examples of the types of programs to be funded by the Cultural & Arts Program grant. Explain why this funding is important. (Page 405, Program Budget) (SS)
 - b. Provide a master plan for capital improvements for the Maui Arts and Cultural Center (“MACC”). Explain what the proposed \$318,000 in funding will be used for. Please provide information and costs associated with the MACC’s education and innovative programs in FY 2021 and cost savings achieved due to COVID impacts. (Page 404, Program Budget) (SS)
3. Relating to Grants and Disbursements for Visitors Industry:
 - a. What is the Maui County Visitor Association (“MVA”) and how are they associated with the Maui Visitors Bureau (“MVB”) ? How was the \$200,000 grant to “educate visitors on cultural and environmental impacts, and emergency disaster preparedness,” as appropriated in FY 2021, used? (Page 406, Program Budget) (SS)
 - b. Provide a copy of MVB’s program budget explaining how the proposed \$1,300,000 in grant funding will be used. (Page 406, Program Budget) (SS) (TP)
 - c. Provide information on the number of employees, position descriptions, and Director’s salaries for the MVB. (Page 406, Program Budget) (SS)
 - d. How did MVB spend \$800,000 in County funding in FY 2021, to date? (Page 11-50, Budget Details) (TP)
4. Relating to Grants and Disbursements for Agricultural Promotion:
 - a. How will the \$135,000 increase for the Agricultural industry be used? (Page 393, Program Budget) (SS)
 - i. Will the expansion request for supporting the Agricultural industry implement the Strategic Plan Alignment created in FY 2021? Who will be responsible for the implementation? (Page 11-26, Budget Details) (TP)
 - b. Which Lāna‘i programs were supported by the Molokai and Lāna‘i Agriculture Production grant and how much in grant funding was provided to each? (Page 408, Program Budget) (GJ)

- c. Funding for the MEO Agricultural Micro Grants Program has been significantly cut back in FY 2022. Will Federal funding be able to ensure the continuation of the Micro Grants Program? In the latest version of the Federal relief package, are there other grants that can assist the farming and ranching communities? (Page 11-28, Budget Details) (MM)
- d. Will the new Hawaii Taro Farm program support farmers that grow crops other than taro? Is the Hawaii Taro Farm grant replacing an existing grant? If yes, please identify the grant that is being replaced. Please identify the partners in the "new agriculture partnership". Will this partnership include other islands? (Page 11-29, Budget Details) (MM)

Special Purpose Revenues

- 1. The Council is in the process of updating the West Maui Community Plan. The Department of Finance and Department of Parks and Recreation have been in discussion with Maui Land & Pineapple Company about the 50-acre park, a condition of the Pulelehua change in zoning. This was a priority condition from FY 2019. Are monies being allocated towards the land purchase at the Agricultural real property tax classification? (Page 11-78, Budget Details) (TP)

Thank you for your attention to this request. Should you have any questions, please contact me or the Committee staff (Lesley Milner at ext. 7886, Kasie Apo Takayama at ext. 7665, or Yvette Bouthillier at ext. 7758).

Sincerely,



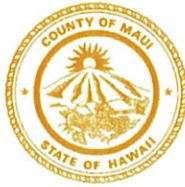
KEANI N.W. RAWLINS-FERNANDEZ, Chair
Budget, Finance, and Economic
Development Committee

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cc: Mayor Michael P. Victorino
Budget Director

Michael P. Victorino
Mayor

Sananda K. Baz
Managing Director



OFFICE OF THE MAYOR
COUNTY OF MAUI
200 S. HIGH STREET
WAILUKU, MAUI, HAWAII 96793
www.mauicounty.gov

April 16, 2021

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

APPROVED FOR TRANSMITTAL

Michael P Victorino 4/16/21
Mayor Date

For Transmittal to:

Honorable Keani N.W. Rawlins-Fernandez, Chair
Budget, Finance, and Economic Development Committee
200 South High Street
Wailuku, Hawaii 96793

Dear Chair Rawlins-Fernandez:

SUBJECT: **FISCAL YEAR ("FY") 2022 BUDGET** (OM-1)(BFED-1)

This is in response to your letter dated April 4, 2021, requesting information on the following questions:

Overall

1. If Council were to ask for an 11 percent cut in programs and activities funded by the General Fund to fully fund the recommendations proposed in the Comprehensive Affordable Housing Plan at \$57,000,000 without increasing real property tax revenue:

- a. What programs or activities would you cut?

We have presented a balanced budget with the necessary modifications needed to operate and do not have any recommendations for reductions at this time.

- b. What impact would the cuts have on residents?

Any cuts, primarily to the grants administered by Climate Change, Sustainability, and Resiliency and the Office of Economic Development, will impact the community and residents of Maui County.

Operations (Category “B”)

1. Proposed services for the Office’s Administration Program are up 971.3 percent from \$157,000 to \$1,682,000. What services are being proposed in FY 2022? Were these services previously included under a different Sub-Object Code/Description or are these new services?

The Climate Change, Sustainability, and Resiliency Division was recently moved into the Office of the Mayor, Administration Program. This increase includes the program goals associated with the division.

2. Relating to Sub-Object Code 6132 Professional Services, were vendors selected? If not, what is the proposed procurement process to select them?

For FY 2022, the requested funds will be used for implementation of goals, objectives and strategies identified in the soon to be developed and adopted Maui County Joint Climate Action and Resilience Plan. A consulting team will soon be brought on board via a Request for Proposal (RFP) process and funded under FY 2021 funding to assist the Office of Climate Change, Sustainability and Resilience (CCSR) in developing the Joint Climate Action and Resilience Plan. The FY 2022 funds will then be used for implementation of the joint plan’s identified goals, objectives, and strategies. Vendors have not yet been selected for the FY 2022 professional services under this requested budget line item. They will be selected during FY 2022 via an RFP process.

3. Is it possible for items purchased under Miscellaneous Other Costs to be covered under any of the Office's other Sub-Object Codes/Descriptions? Please explain.

This funding allows flexibility and the ability to respond immediately to unforeseen needs. This also allows OED to assist when other program funds (e.g. Small Business Promotion, Culture & Arts Promotion, etc.) are not available. Upon actual expenditure of the funds, the most appropriate sub-object code is used.

4. Because the global pandemic is ongoing, please explain the proposed increase in travel expenses. Are there virtual options to offset some of the travel monies being proposed?

The transitional shift to include Climate Change, Sustainability, and Resiliency Division into the Office of the Mayor increased the travel budget.

5. Relating to the appropriation for budget software training and implementation, what portion of that amount is allocated for staff training? Is any funding being allocated to the vendor for on-site training? How much is it for the software license?

The implementation of the budget module is on-going. The Budget office staff is currently attending training, which was included in the cost of acquiring the budget module. Further training for the staff, as well as the departments, will be needed once the IFAS upgrade and full implementation of the budget module is in place. We hope to have some on-site training but that will depend on the pandemic situation. The software license is about \$10,000 annually. The license fee per user is approximately \$1,700 each.

6. Why was the grant to eradicate Miconia/Other invasive species decreased by 20 percent from \$500,000 to \$400,000?

This line item was considered for reduction because the execution of the FY 2021 grants would overlap and carry over into FY 2022.

7. How will the Central Square Budget Module be used? How will it supplement IFAS and OneSolution?

The Budget module operates directly off of the financial system. This will be used to craft the fiscal year budget without duplicating information and additional work in Excel spreadsheets. IFAS transitioned into One Solution, which is the financial system for the County of Maui.

8. Please confirm the State's appropriation in excess of \$75,000,000 to the Hawaii Tourism Authority. Is the County expected to receive a portion of that funding? If no, please indicate why.

As of April 5, 2021, Budget Bill HB200 HD1 SD1 is still pending. The Hawaii Tourism Authority continues to monitor this Bill. Funding to the County is uncertain at this time.

9. Provide information on the proposed Professional Services for indigenous and nature-based solutions to climate change.

The total funding for this line item is intended to address Countywide issues relating to Climate Change, Sustainability, and Resilience identified by County Department's Vulnerability Assessments. Budget details were provided to highlight the fact that Indigenous peoples are among the first to face the direct consequences of climate change, due to their dependence upon, and close relationship, with the environment and its resources. Climate change exacerbates the difficulties already faced by indigenous communities including political and economic marginalization, loss of land and resources, human rights violations, discrimination and unemployment. But indigenous peoples, traditional ecological knowledge, millennia of observation, and the role they may play in combating climate change are rarely considered in public policy and climate solutions. This Office acknowledges these issues and the role indigenous solutions play in the role to address climate change and climate solutions. All projects should consider impacts to vulnerable populations as well as nature based and indigenous solutions to climate change.

10. Does the County anticipate additional Federal funds to assist with rent, mortgages, and mediation services when the eviction moratorium ends? If yes, how much is anticipated?

The County did receive an award of \$40 million for emergency rental assistance and utilities. As indicated by the Department of Housing and Human Concerns, they participate in statewide discussions regarding additional funds in this area and monitor available funding resource that may be available.

11. Identify the additional Boards and Commissions planned to be broadcast by Akaku.

The goal is to cover a wider range of Boards and Commissions meetings on AKAKU. Since the meetings are now held virtually, via BlueJeans, the meetings are being recorded and sent to AKAKU for public viewing. The additional funds would also allow for formatting and linking of the meetings.

12. What entities are being contracted to support renewable energy projects, conduct greenhouse gas inventory updates, and implementation of the resiliency strategy?

If the funds are approved, the entities will be contracted through an RFP process in FY 2022. This funding is necessary in order to keep our climate action, energy, and resilience initiatives moving forward to implementation, as well as to maintain, update, and communicate data and progress of these efforts.

13. Regarding the future Upcountry Maui Agricultural Park, what will the current initial planning phase consist of? When do you anticipate funding will be needed for the development of the Park, and at what amounts?

The initial planning phase for the construction includes the design of the relocation for the existing booster pumps. Additional funding will be needed for the construction phase of the project, most likely in FY 2023.

County Grants

1. Relating to Grants and Disbursements for Business Development & Technology:

a. How will County funds be spent to support small businesses equitably?

Historically, the majority of the funds have been utilized in support of grants. In the evaluation of a grant application and/or new program, the economic benefit/impact to the community and the County is reviewed. Funds were also used to support the Kama'aina First Program, established in June 2020, to help small businesses throughout Maui County.

b. What is the Council for Native Hawaiians' role as it relates to the Pop-Up Makeke program?

The Council for Native Hawaiian Advancement (CNHA) is the creator of the Pop-Up Makeke. The event was established in April 2020 in response to the cancellation of the Merrie Monarch Festival and in support of all the vendors that lost the opportunity to sell their goods. This program is another means of supporting small business.

Please note on page 13 of the proposed budget bill, item 9.c.(2) (ii), should be changed to Council for Native Hawaiian Advancement, which is the proper name of the organization.

c. How many Maui County businesses participated in the Pop-Up Makeke program? How was funding allocated for shipping, entertainment, etc.? What was the source of funding in FY 2021? Were CARES Act funds used?

There are 33 businesses participating in the Pop-Up Makeke program. As part of Hawaiian Airlines' sponsorship of the program, there were no costs for shipping imposed on the vendor or consumer. CARES Act funding was the source in FY 2021 for their sponsorship.

- d. Each Council district, except for Pukalani-Kula-Ulupalakua, was appropriated \$140,000 in the FY 2021 Budget, but the appropriations in the FY 2022 Program Budget show differing amounts. Please explain the discrepancies.

In FY 2021, \$25,000 was provided to Hui No'eau from the Pukalani-Kula-Ulupalakua district funds hence, the reduction to that appropriation. The amounts vary because the Proviso/line-items have been accounted for separately. The proposed amounts for FY 2022 reflect the full amount of \$140,000 for the district funds prior to the inclusion of provisos by Council.

- e. Why was the Technology Business Promotion grant increased to \$600,000 and what types of programs do you anticipate being funded?

The increase would allow OED the ability to provide funding for high tech initiatives in various sectors such as agriculture, education, and workforce training.

- f. Relating to a \$200,000 grant for Sports and Events, please explain the types of programs and events this funding will be used for. How did this new grant come to fruition?

This is not something new and this line-item previously existed in OED to support these sectors. This is an opportunity to diversify our economy. An opportunity for the utilization of our venues for hosting State, Regional, and National tournaments here in Maui County. The ability to explore opportunities in health & wellness, eco-tourism, and edu-tourism events are other niche markets. All organized with health and safety in mind as it relates to COVID-19.

2. Relating to Grants and Disbursements for Culture, Arts, and Tourism:

- a. Provide examples of the types of programs to be funded by the Cultural & Arts Program grant. Explain why this funding is important.

OED grants currently support the Maui Academy of Performing Arts (Carport Theater) and the Pacific Whale Foundation (Paddle for Life). This funding supports arts, cultural programs, along with cultural and arts educational programs.

- b. Provide a master plan for capital improvements for the Maui Arts and Cultural Center ("MACC"). Explain what the proposed \$318,000 in funding will be used for. Please provide information and costs associated with the MACC's education and innovative programs in FY 2021 and costs savings achieved due to COVID impacts.

The MACC will continue to provide community support by offering services to students, seniors, families in need, along with local artists and performers. Opportunities may be delivered virtually until County/State guidelines allow for in-person events. There were no cost savings, funds were used in other areas as noted in the narrative (Exhibit B).

Please refer to Exhibit A relating to capital improvements for the MACC and Exhibit B for funding information for the education and innovative programs.

3. Relating to Grants and Disbursements for Visitors Industry:

- a. What is the Maui County Visitor Association ("MVA") and how are they associated with the Maui Visitors Bureau ("MVB")? How was the \$200,000 grant to "educate visitors on cultural and environmental impacts, and emergency disaster preparedness," as appropriated in FY 2021, used?

Maui Visitors Bureau (MVB) is the dba of Maui County Visitor Association (MVA). The \$200,000 for FY 2021 was used to support:

- *Waianapanapa Reservation System (\$125,000)*

- *Malama Pledge rack cards (\$1,100 to include the artwork, printing, and digital format)*
- *Malama Pledge video (\$35,000 to include the production and social media plan to roll out the program)*

Other projects are being finalized for the remainder of the funds.

- b. Provide a copy of MVB's program budget explaining how the proposed \$1,300,000 in grant funding will be used.

Please refer to Exhibit C for funding information.

- c. Provide information on the number of employees, position descriptions, and Director's salaries for the MVB.

Staff was decreased to 5 (from 10) in October 2020 due to COVID-19 and the decrease in HTA's budget.

Current positions: Executive Director; Administrative Assistant; Senior Operations Manager; Director of Public Relations and Marketing; and Director of Sales (Leisure, Intl, MCI).

Executive Salaries are administered by HVCB (parent company) and are not part of the County grant.

- d. How did MVB spend \$800,000 in County funding in FY 2021, to date?

Unsure where the \$800,000 figure was derived. Funding for MVB is \$1,300,000 + \$200,000 = \$1,500,000.

Following are the more significant line-item expenditures:

- *Maui Jim Maui Invitational (\$395,000)*
- *Sentry Tournament of Champions (\$150,000)*
- *MCI (Meetings, Conventions, Incentives) – Educational Sessions (\$105,000)*
- *Social Media (\$83,000)*
- *Online Marketing (\$84,000) – promotion of Maui County Malama Pledge included.*

4. Relating to Grants and Disbursements for Agricultural Promotion:
 - a. How will the \$135,000 increase for the Agricultural industry be used?

This will provide OED the opportunity to support additional agriculture projects and/or grants.

- i. Will the expansion request for supporting the Agricultural industry implement the Strategic Plan Alignment created in FY 2021? Who will be responsible for the implementation?

The FY 2021 County funds have supported farming and sustainable agriculture. These efforts were also supplemented by CARES Act funds. Responsibility is in partnership with County and the agriculture industry.

- b. Which Lanai programs were supported by the Molokai and Lanai Agriculture Production grant and how much in grant funding was provided to each?

Lanai Aquaponics LLC /Kumu Ola Farms - \$26,319

- c. Funding for the MEO Agricultural Micro Grants Program has been significantly cut back in FY 2022. Will Federal funding be able to ensure the continuation of the Micro Grants Program? In the latest version of the Federal relief package, are there other grants that can assist the farming and ranching communities?

We are still awaiting clarification of the allowable use of American Rescue Plan funds. We have been in contact with other Federal agencies on possible grant funding. They too are awaiting clarification.

- d. Will the new Hawaii Taro Farm program support farmers that grow crops other than taro? Is the Hawaii Taro Farm grant replacing an existing grant? If yes, please identify the grant that is being replaced. Please identify the

partners in the “new agriculture partnership”. Will this partnership include other islands?

The Hawaii Taro Farm program will allow farmers to grow crops other than taro and is not replacing an existing grant. This will be a public/private partnership to perpetuate diversified agriculture and support farmers and will not include other islands.

Special Purpose Revenues

1. The Council is in the process of updating the West Maui Community Plan. The Department of Finance and Department of Parks and Recreation have been in discussion with Maui Land & Pineapple Company about the 50-acre park, a condition of the Pulelehua change in zoning. This was a priority condition from FY 2019. Are monies being allocated towards the land purchase at the Agricultural real property tax classification?

The Director of Parks and Recreation confirmed that they did not include a request for funding for the land purchase in FY 2022. DPR is currently working with a consultant on completing the due diligence prior to acquisition. Following the acquisition, the Department of Finance will obtain an appraisal to determine the agricultural value of the land.

Should you have any further questions or concerns, please do not hesitate to contact me at extension 8275.

Sincerely,



TYSON K. MIYAKE
Chief of Staff



AN INVESTMENT IN COMMUNITY

Request for County Funding, FY 2021-2022 Budget

An Overview

\$600,000 Capital Improvements

Upon opening on May 13, 1994, the MACC quickly became a source of pride for Maui County to have the best and most comprehensive Performing and Visual Arts Complex in the State of Hawaii. The MACC continued to grow as a nationally respected institution for both its diverse and comprehensive programming, **as well as its world-class facilities.**

Now, 27 years later, the MACC's programs and facilities remain a stellar example of what can be achieved for a community when the public and private sector work together. **A 2019 report from Americans for the Arts states that the arts contribute \$763.6 billion to the US economy—4.2 percent of the GDP—more than agriculture, transportation, or warehousing. Outpacing the sports industry, which contributed \$95.9 billion to the US GDP in 2019.**

County support is an investment in economic activity, education, and community cohesiveness and strength. Through innovative and transformative arts and cultural experiences, MACC connects Maui's diverse communities to help us better appreciate ourselves, understand others, and enrich us culturally. ***He Lama Kuhikuhi E Komo Mai I Ka Home – A beacon that welcomes one home.*** Not unlike the glow of the Yokouchi Pavilion.





AN INVESTMENT IN COMMUNITY

Request for County Funding, FY 2021-2022 Budget

The MACC facilities continue to shine only through a consistent reinvestment in its infrastructure. During the COVID-19 pandemic, the MACC has aggressively pursued maintenance, repairs and replacement in areas that would not be possible during a typical year of 1700 events happening and an average of 237,000 people attending events, often with up to 10 events happening simultaneously. We used the bulk of our maintenance reserve funds to do this timely work while putting many maintenance personnel and subcontractors in the community back to work. There is still much work to be done to keep the MACC's physical plant the jewel that the community has come to expect. **This Capital Improvement request will allow the MACC to continue reinvesting in areas including Ventilation & Air Conditioning (HVAC), items affected by salt-laden air and corrosion, as well as the replacement of items that have reached the end of their useful lifecycle. These areas are often accelerated due to being in constant use, in a harsh physical environment.**

These areas of focus would include but not be limited to these areas affected by salt degradation/harsh environment:

- Replacement of the *makai* HVAC cooling tower as needed.
- Removal and replacement of the cooling tower related exterior steel supports and roof anchors.
- Replace the roof waterproofing on the affected and adjacent areas of the cooling tower
- Replace corroded HVAC sensors and Energy Management Interface System reaching the end of its expected lifecycle.
- Address aging flashing, caulking, painting, gutters and waterproofing that affect the integrity of the building envelope. This would include readily accessible areas, as well as hard to reach areas needed to provide a secure moisture barrier at the building's perimeter.
- Replace and update the corrosion affected humidity and moisture control systems.
- Replace salt impacted fixtures reaching their viable end.

These listed items account for more than the requested allotment and would be further prioritized based upon material availability, cost and immediate impact.

Together we can move forward to keep ahead of any physical plant issues so we can remain proud of Maui's premier facility. A facility to which no other island in all of Hawaii can compare.

FY21 Applicant: Maui Arts & Cultural Center
Project: Culture & the Arts

ITEMIZED BUDGET AND NARRATIVE: Please list all sources of income and expense for this project; then describe each line item in Narrative form to your right.

INCOME DESCRIPTION	COUNTY	OTHER CASH	IN KIND	TOTAL	NARRATIVE (two lines - approx 160 characters)
Earned-Box Office Income	0.00	560,000.00	0.00	560,000.00	Fees: Building, credit card, exchange, on-line ticketing, phone, service charges, ticketing. Unredeemed gift certificates
Earned-F&B Income	0.00	480,000.00	0.00	480,000.00	Bar set-up, beverages, casual labor, commission sales, event special labor, food sales, gratuity, linen & glassware, liquor sales, vendor tent rental, & unredeemed script
Earned-Facility Fees & Income	0.00	125,000.00	0.00	125,000.00	Barricades, bleacher rental, chairs & table rental, custodial, damages & penalties, equipment rental, event manager, ushers, other labor, facility fee, event set-up & take down, medic, portable toilets, risers, set-up labor, stage, stage cover, tents rental, trash hauling, & utilities & connection fees
Earned-Marketing Income	0.00	80,000.00	0.00	80,000.00	Advertisements sold, banner fees, marketing assistance
Earned-Other	0.00	50,000.00	0.00	50,000.00	Admin fees, processing fees, ancillary contracted services, crafters fees, event insurance, gallery catalog sales, gallery donation box, sale commissions from gallery, insurance refunds, interest income, cash rewards, merchandise commissions and sales, sponsorship
Earned-Program Income	0.00	250,000.00	0.00	250,000.00	Contracted services, exhibit entry fees, student fees, ticket sales, workshop fees
Earned-Security & Parking	0.00	50,000.00	0.00	50,000.00	Police and security, parking fees at MACC, UH Maui College, & off-site, security services
Earned-Tech Income	0.00	200,000.00	0.00	200,000.00	Tech/AV equipment, production income, technical services
Earned-Venue Rental	0.00	250,000.00	0.00	250,000.00	Facility rental use projected for each room/building
Contributed-Office of Economic Development and others	318,000.00	517,860.00	0.00	835,860.00	Other state and federal agencies
Contributed-Individuals	0.00	500,000.00	0.00	500,000.00	Annual memberships
Contributed-Investments	0.00	100,000.00	0.00	100,000.00	Endowments, gain/loss, unrealized gain
Contributed-Other	0.00	500,000.00	0.00	500,000.00	Corporate sponsorship, corporations, individual gifts
Contributed-Special Events	0.00	0.00	0.00	0.00	Auction, entry fees, merchandise sold, sponsorships, ticket sales
TOTAL INCOME	318,000.00	3,662,860.00	0.00	3,980,860.00	
EXPENSE DESCRIPTION	COUNTY	OTHER CASH	IN KIND	TOTAL	NARRATIVE (two lines - approx 160 characters)
ADMINISTRATION (PERSONNEL)					
Benefits	0.00	180,000.00	0.00	180,000.00	Medical and dental
Event Labor	0.00	285,000.00	0.00	285,000.00	Part-time staff
Payroll Taxes	0.00	125,000.00	0.00	125,000.00	State and Federal
Salaries & Wages	0.00	1,250,000.00	0.00	1,250,000.00	Full-time staff
OPERATIONS (INCLUDING CONTRACTED WORK)					
Cost of Sales	0.00	148,000.00	0.00	148,000.00	Food & beverage
Lease & Rentals	5,000.00	125,000.00	0.00	130,000.00	Equipment lease, rentals of AV, barricades, bleachers, chairs, plants, lighting, etc
Fixed Expenses	0.00	110,000.00	0.00	110,000.00	Bad debts, deferred maintenance, insurances, interest expense
Other Overhead Expenses	10,000.00	450,000.00	0.00	460,000.00	Cash over/short, computer hardware, software and support, donor plaques, exhibit fee, fulfillment, licenses, prizes, prof. dev., shipping, taxes, Board orientation, mail fees, catalogs, cc discount fees, dues & publications, film projection supplies & repairs, furniture, fixtures & equip less than \$2500, grant processing, hospitality (feels, crew, pre-show, promoter, self-present, staff appreciation, invitations, mailing, supplies
Production Expenses	30,000.00	270,000.00	0.00	300,000.00	Artist fees, co-promoter percentage, user fees
Professional Fees & Services	0.00	230,000.00	0.00	230,000.00	Accounting, armored car, contractor services, instructor fees, legal fees, outside services, consultants, producers, project coordinator, stage design and management
Repairs & Maintenance	22,000.00	78,000.00	0.00	100,000.00	Air conditioning, carpet, electrical, elevator, inspections, landscaping, finishes, fire, fuel, irrigation, locksmith, maintenance contracts, trash, tree trimming
Travel & Lodging	30,000.00	70,000.00	0.00	100,000.00	Artist and staff: ground, air, hotel, mileage
Facilities & Utilities	201,000.00	126,860.00	0.00	327,860.00	Electric for Administrative, Castle/Gallery, telephone fees, water & sewer, space costs
MARKETING					
Marketing	20,000.00	215,000.00	0.00	235,000.00	Advertising, marketing, promotions, website, social media
TOTAL EXPENSE	318,000.00	3,662,860.00	0.00	3,980,860.00	

Maui Visitors Bureau
County Detail Budget
FY2022

Description		Proposed Budget
Domestic Marketing/Digital Advertising		158,000
Social Media	83,000	
Online	75,000	
Trade Shows/Wholesaler Support (Training & Support)		40,000
Television Media Buys		300,000
Maui Jim Maui Invitational	150,000	
Sentry Golf & Media	150,000	
Sports Marketing - XTERRA	0	
Publication & Media Assistance		20,000
Kapalua Wine Food & Wine	20,000	
Hawaiian Cultural Tourism		0
Lahaina Second Friday	0	
Kihei Fourth Friday	0	
Lanai Fifth Friday	0	
MCI (Meetings, Corporate & Incentives) - Group Business		60,000
Sales- Incentive Program (groups to Maui)	60,000	
Public Relations/Promotions		75,000
PR ongoing activities	50,000	
PR Other/ OED/film	25,000	
Developing Markets (Asia)		0
Japan	0	
Korea	0	
China/Taiwan	0	
Activities Owners Association		0
Promo/Collateral- Amenities		0
Lana'i Specific programs		0
Moloka'i Specific programs		0
Visitor Education		637,000
Accounting Administrative Services		60,000
10 % Administrative		150,000
TOTAL Maui Nui		\$ 1,500,000

BFED Committee

From: Kristina Cabbat <Kristina.Cabbat@co.maui.hi.us>
Sent: Friday, April 16, 2021 5:03 PM
To: BFED Committee
Subject: BD-1&1a (BFED-1) & OM-1 (BFED-1)
Attachments: Fiscal Year (FY) 2022 Budget (BD-1) (BFED-1).pdf; Fiscal Year (FY) 2022 Budget (BD-1A) (BFED-1).pdf; (OM-1) Response.pdf

Please see attached.

Thank you,
Kristina