

**Exhibit D**

**Soundness of Approach**

**Maui Oluwahi Homes, Inc.**

## **Exhibit D**

### **Soundness of Approach**

#### **I. Project Description, Management, and Impact**

##### **Vision and Goals**

The development of “Oluwahi Ohana Village” on Maui will help accomplish HUD’s strategic goals and objectives:

##### **Strategic Goal 1: Support Underserved Communities**

This development will strengthen support for underserved communities and promote equitable community development for all people. Following the recent wildfire disaster on Maui, underserved communities are in urgent need of affordable housing.

##### **1A: Advance Housing Justice**

This development will bolster support for vulnerable populations and underserved communities, enhancing fair housing enforcement. The elderly and people with disabilities, benefiting from the accessibility of all 60 units and the ideal location with excellent living amenities and public transportation access, stand to gain significantly.

##### **Strategic Goal 2: Ensure Access to and Increase the Production of Affordable Housing**

This development will help ensure that housing demand matches the production of new homes and equitable access to housing opportunities for all residents. With Maui losing over 4,000 dwelling units in the recent fire, demand far exceeds supply. This project will increase the production of affordable housing.

##### **2A: Increase the Supply of Housing**

This development will contribute to the overall increase in housing supply.

##### **Strategic Goal 4: Advance Sustainable Communities**

This development will promote sustainable communities. Its location ensures protection from sea-level rise and distance from flood zones. The project will incorporate the best energy-efficient technologies and include renewable energy sources like solar power. The site boasts clean air and water with no nearby pollution, enhancing climate resilience, promoting environmental justice, and recognizing housing as essential to health.

##### **4A: Guide Investment in Climate Resilience**

The strategic location of this project ensures that HUD’s investment supports climate resilience, energy efficiency, and renewable energy.

#### 4B: Strengthen Environmental Justice

Located in a pristine environment, this development aligns with HUD’s goal of reducing residents’ exposure to health risks, environmental hazards, and substandard housing, particularly for low-income households and communities of color.

In summary, “Oluwahi Ohana Village” will address the critical need for affordable housing on Maui by developing a high-quality and cost-effective manufactured housing community. It will serve as a model for addressing affordable housing issues in Hawaii.

#### Project Description

“**Oluwahi Ohana Village**” is the project submitted for the PRICE Main Competition. It is a single-site project aimed at developing a brand-new sixty (60) unit Manufactured Housing Community (MHC) on Maui, Hawaii. This community will offer affordable rental housing. The site will be owned by the nonprofit entity who also owns all the housing units, ensuring perpetual affordability. The project site is located in the city of Makawao, Maui, Hawaii, as depicted in the map below.



The project address is located at 91 Loha street, Makawao, Maui. “Oluwahi” in Hawaiian means “Pleasant and Nice”. It is close to the wild fire disaster zone of Kula, Hawaii that happened on 8/8/2023. It is a 7.07 acre residential R3 zoned property that allows single family development of up to 30 main dwellings plus 2 accessory dwelling units according to residential zoning ordinance on Maui. There are currently six (6) two-bedroom and two-bath single family homes on the property. They have been rented out to local residents bringing about \$179,400 annual

gross rental income. Most tenants have been there for over four years and people love to live there due to its ideal location.



Project Site View Toward the Ocean (Makai Side)



Project Site View Toward the Mountain (Mauka Side)

The project will comprise the following: construct new twenty-four (24) two-bedroom and one-bath manufactured units, and thirty (30) one bedroom and one bath manufactured units, plus the existing six (6) two-bedroom and two bath units, to become a total of 60 unit manufactured housing community. For the site layout, each two- bedroom and one- bathroom unit will be connected to each one one- bedroom and one -bath unit to comprise a three-bedroom and two-bath home to account one single family unit for zoning purposes. Each of those two units will share a courtyard and one septic tank waste system. For rental purposes, they will be considered as two units and they will be rented to two separate families.

This property is very conveniently and centrally located on Maui. It is close to over 10 schools from grade K-12 (private and public schools), close to a shopping center, which has a super

market, a medical facility, a hardware store, a laundry and drying cleaning facility, a post office, two banks and multiple restaurants. It is also close a community center with a pool, a public golf course, upcountry farmer's market (the largest farmers' market on Maui) and a CVS store. Maui's public bus system stops right in the front of the property. This development is considered an urban in-fill.

The project site is currently owned by Loha Properties, Inc. It is a family corporation related to board chair Crystal Schmitt. Crystal Schmitt owns 10% of the interest in this property. There are other share holders in the company. After the Lahaina wild fire disaster on Maui, the corporation has changed its course and decided not to pursue multi-million dollar single family home development on this property due to immediate dire needs of affordable housing on Maui. The company's board support the idea of selling the property to a nonprofit organization to pursue a permanent affordable housing development. Due to the urgent nature, they agree that manufactured housing will be a great way to make this development economically feasible and timely. The announcement of HUD's PRICE grant is perfect timing. Funding from this grant will ensure that this project will carry through fruition to meet the urgent needs of affordable housing on Maui. Due to the nonprofit nature of Maui Oluwahi Homes, once it acquires the land containing those existing six homes, the property can be perpetually used as affordable housing.

With six (6) homes already onsite, they plan to develop the rest of the property by adding 24 additional two bedroom and one bath manufactured housing and 30 one-bedroom manufactured housing. The project also would like to construct a large 3000 square foot unit which will be used as a community service center.



Existing Homes on Site (six homes total)

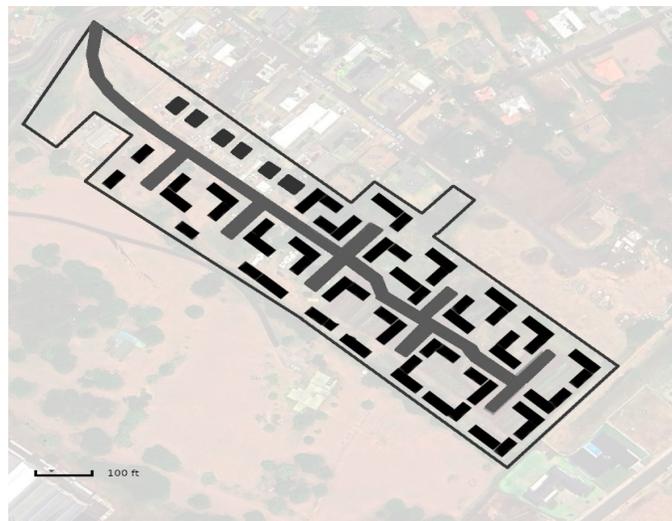


existing 2 bedroom/2 bath house (about 700 square feet each)

The development of this property is considered urban infill, situated in an ideal location near 10 schools, making it perfect for teachers. It also benefits elderly residents with proximity to shops, public transportation, and healthcare centers. The goal of this development is to serve low-income and moderate-income residents, aiming to prevent local residents from leaving the island, a trend exacerbated in recent years, especially following the Lahaina Wildfire Disaster.

Maui Oluwahi Homes, Inc. is committed to collaborating with house manufacturers to ensure all units feature environmentally friendly amenities such as solar water heating, low-flow plumbing fixtures, mildew-resistant paint, insulation in walls and roofs, LED lighting, and Energy Star appliances. Additionally, all units will be made handicap accessible.

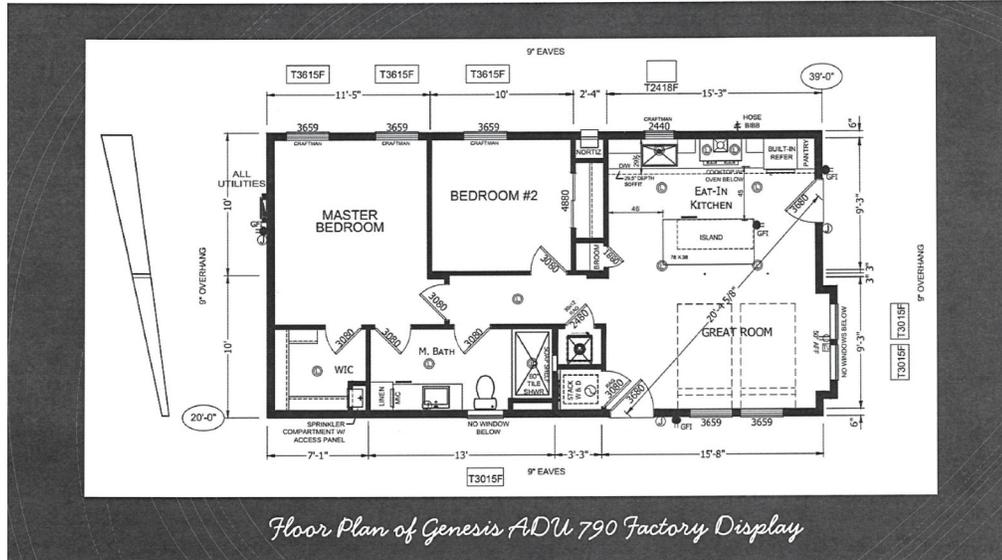
### **Project Site and Floor Plans**



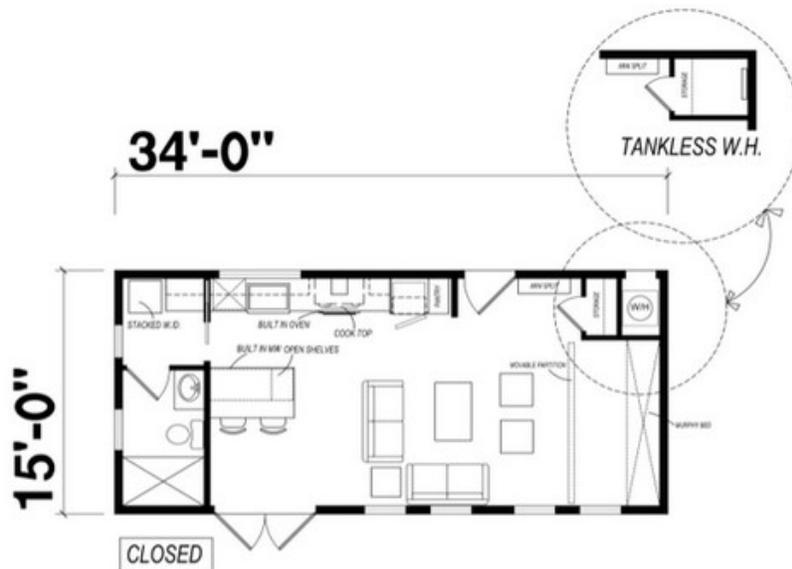
Site layout plan for the development: (TMK: 2-3-011-005-0000)

Proposed Manufactured Housing Unit Floor Plans:

1. The two-bedroom floor plan will be as below. It is 20ftx39ft, with about 790 square feet.



2. The one bedroom unit is 510 square feet with a dimension of 15' X 33'4" with the following floor plan:





Manufactured Housing Unit Elevation Rendering

**Project Budget: Total grant request is \$20 million.**

**1. Cost Details:**

The project development is estimated at a total of \$25 million:

- 1). \$10 million for property acquisition; 50% of will be seller financing with a down payment of \$5.00 million; 5 million will be considered as leverage for this grant.
- 2). \$15.00 million for the community development cost including purchase of manufactured housing units, onsite design and permit fees, infrastructure improvements and on-site installation cost.

**Due to the \$5.00 million leverage funds from the seller, grant request would be \$20 million.**

The following is a detailed budget worksheet. It has also been submitted in details via form HUD-424CBW in the application portal.

**Detailed Budget Worksheet Summary (Submitted via form HUD-424CBW)**

**Detailed Budget Work Sheet**

<b>Category</b>	
<b>Personal</b>	<b>Project Manager      \$160,000</b>
	<b>(Part-time at \$32000 per year for five years)</b>
	<b>Fringe Benefits ( 10%)      \$16,000</b>
<b>Travel</b>	

	<b>Transportation for Project Manager</b>	<b>\$10,720</b>
	<b>(16000 miles total in five years at \$0.67 per mile)</b>	
<b>Supplies and Materials</b>		
	<b>Non-consumable Materials ( like signage, rain gear, etc.)</b>	<b>\$9,280</b>
<b>Contracts and Sub-Grantees</b>		
	<b>Widening of Access Road</b>	<b>\$600,000</b>
	<b>Twenty-four (24) Septic Tank Installation</b>	<b>\$360,000</b>
	<b>Plumbing Infrastructure work and Connection to each unit</b>	<b>\$120,000</b>
	<b>Electrical Infrastructure work and Connection to each unit</b>	<b>\$120,000</b>
	<b>Broadband Infrastructure work and Connection to each unit</b>	<b>\$60,000</b>
<b>Construction Cost</b>		
	<b>Administrative and Legal Expenses</b>	<b>\$33,500</b>
	<b>Land, structures, appraisal, etc.</b>	<b>\$10,015,000</b>
<b>Architectural and Engineering Fees</b>		
	<b>Architect</b>	<b>\$54,000</b>
	<b>Civil Engineer</b>	<b>\$42,000</b>
	<b>Septic Tank Engineer</b>	<b>\$24,000</b>
	<b>Structural Engineer</b>	<b>\$24,000</b>
	<b>Electrical Engineer</b>	<b>\$24,000</b>
<b>Project Inspection Fee</b>		
	<b>Plumbing Inspection</b>	<b>\$12,000</b>
	<b>Electrical Inspection</b>	<b>\$12,000</b>
	<b>Final Building Inspection</b>	<b>\$12,000</b>
<b>Site Work</b>		
	<b>Walk and driveways within the development</b>	<b>\$300,000</b>
	<b>Parking stalls for all units</b>	<b>\$300,000</b>
<b>Construction</b>		
	<b>Construction permit fees</b>	<b>\$24,000</b>
	<b>Purchase of 24 unit of 2/1 unit including shipping</b>	<b>\$3,600,000</b>
	<b>Purchase of 30 unit of 1/1 unit including shipping</b>	<b>\$3,000,000</b>
	<b>Onsite Installation of 24 two bedroom units</b>	<b>\$840,000</b>

<b>Onsite Installation of 30 two bedroom units</b>	<b>\$750,000</b>
<b>Construction of the community center ( 3000 square feet)</b>	<b>\$750,000</b>
<b>Landscaping installation with the development</b>	<b>\$365,000</b>
<b>Other Direct Costs</b>	
<b>Water infrastructure improvement ( including well drilling and related distribution equipment)</b>	<b>\$3,000,000</b>
<b>Water meter hook up to county water system</b>	<b>\$362,500</b>
<b>Total Project Cost</b>	<b>\$25,000,000</b>

**Construction Cost Estimate Highlights**

The development cost of \$15 million is detailed in the budget sheet. Here are some highlights:

The cost of the manufactured home from the factory located in the U.S. mainland is estimated at about \$100 per square feet; the shipping cost from the U. S. mainland to Maui, Hawaii is estimated at approximately \$90 to \$100 per square feet. The onsite installation cost is estimated at \$45 to \$50 per square feet. So here is some construction cost estimate:

- 1). Purchasing and shipping of twenty-four (24) two-bedroom and one-bath dwelling at around 790 square feet: \$3.60 million;
- 2). Purchasing and shipping of thirty (30) one-bedroom and one-bath dwelling at 510 square feet: \$3.0 million;
- 3). Installation of twenty-four (24) two-bedroom and one-bath dwelling at around 790 square feet: \$840,000;
- 4). Installation of thirty (30) one-bedroom and one-bath dwelling at 510 square feet: \$750,000;
- 5). The 3000 square feet of community center will be at \$250 per square feet, with a cost around \$750,000;
- 6). Landscaping cost for the whole community to be around \$365,000.
- 7). Infrastructure cost including water source development and hook up to the county water system. Also, it include access road widening, onsite improvement including driveway and parking spot construction; electricity hook up and broad band installation and connection for the development.

**Program Income**

With the property already have 6 homes currently bringing rental come, Maui Oluwahi Homes, LLC will have rental revenue. The following is the current rent roll.

**Current rent roll as of June 30, 2024**

Unit Number	Dwelling Type	Tenant Name	Monthly Rent	Annual Rent
A	Two Bedroom and Two Bath	Jose	\$2,700	\$32,400
B	Two Bedroom and Two Bath	Aaron	\$2,100	\$25,200
C	Two Bedroom and Two Bath	Ariel	\$2,250	\$27,000
D	Two Bedroom and Two Bath	Susan	\$2,400	\$28,800
E	Two Bedroom and Two Bath	Jonathan	\$2,250	\$27,000
F	Three Bedroom and Two Bath	Sierra	\$3,250	\$39,000
		Total	\$14,950	\$179,400

Due to the favorable financing terms from the seller with only 2.5% interest rate for the first four years (projected grant period), the interest payment for the \$5.00 million seller loan will be around \$125,000 per year. Since the operation will be break even during the grant period, the program income during the grant period will be zero.

**Annual Income Statement during Grant Period**

Total Rent Revenues	<b>179400</b>
<b>Expenses</b>	
Repair and Maintenance	<b>12560</b>
taxes and license	<b>8073</b>
Interest Expense	<b>125000</b>
Depreciation	<b>15219</b>
<b>Other deductions</b>	<b>18548</b>
Insurance	5338
Utilities	2720
Supplies	5742
Trash Removal	4748
<b>Total Expenses</b>	<b>179400</b>
<b>Net Profit</b>	<b>0</b>

## **Project Management**

Manufactured homes in Hawaii will not be treated as personal property but as real estate property, requiring building permits. Since most of the construction is done in the factory, this will significantly reduce local construction labor costs. However, the design and permit processes will follow the standard procedures for regular house construction. The project management involves several key steps:

- Acquiring the site, including the existing six house on the lot;
- Hiring architects, consultants, and engineers;
- Designing and implementing infrastructure improvements;
- Ordering and arranging the shipment of manufactured housing units;
- Installing 54 manufactured housing units on-site;
- Connecting utilities and installing landscaping;
- Screening and selecting tenants;
- Moving tenants in and starting on-site services.

All board members will volunteer their time to help with the project. Mrs. Crystal Schmitt will lead the project management, and a project manager will be hired to coordinate the project. Additionally, a part-time administrative assistant will be hired to assist with office work.

## **Project timeline and key tasks along the timeline**

Key tasks and timeline of the project is outlined below. Total project duration from receipt of the award and grant funds to tenants' moving-in will be five years: from **11/01/24 to 10/31/2029**.

<b>Key Tasks</b>	<b>Time Line</b>
<b>Receipt of the Grant Award and Funds</b>	<b>10/31/24</b>
<b>Request for HUD Environmental Review</b>	<b>11/1/24-5/31/25</b>
<b>Property Acquisition</b>	<b>6/1/25- 7/31/25</b>
<b>Hiring of Consultants and Engineers</b>	<b>8/1/25-12/31/25</b>
<b>Construction Permit Application</b>	<b>1/1/26-12/31/26</b>
<b>Place Order of Manufactured Housing Units</b>	<b>1/1/27-2/28/27</b>
<b>Manufactured unit production at factory</b>	<b>3/1/27-12/31/27</b>
<b>Infrastructure Improvement and site work</b>	<b>1/1/27-12/31/27</b>
<b>Shipment of Manufactured Homes</b>	<b>1/1/28-3/31/28</b>
<b>Installation of Manufactured homes</b>	<b>4/1/28-3/31/29</b>
<b>Utility Hook-up of all units and Landscaping work</b>	<b>4/1/29-9/30/29</b>
<b>Tenant Selection</b>	<b>8/1/29-9/30/29</b>
<b>Project completion and tenants move-in</b>	<b>10/01/29-10/31/29</b>

## Project Impact

The impact of the successful development of “Oluwahi Ohana Village” will be profound both short-term and long-term. The income statement below shows once the project is completed, the organization should have positive cash flow of around \$855,912 per year. So the community is self-sustainable.

### Revenue and Expense Statement after Project Completion

Dwelling Type	Number of Units	Monthly Rent Each	Total Monthly Rent Income	Annual Total Rent Revenue
<b>Two Bedroom and One Bath Dwelling</b>	<b>30</b>			
50% tenant with income at 60%AMI	15	1684	25260	\$303,120.00
50% tenant with income at 80%AMI	15	2246	33690	\$404,280.00
<b>One bedroom and one bath dwelling</b>	<b>30</b>			
50% tenant with income at 60%AMI	15	1403	21045	\$252,540.00
50% tenant with income at 80%AMI	15	1871	28065	\$336,780.00
<b>Total Units</b>	<b>60</b>		<b>\$108,060.00</b>	<b>\$1,296,720.00</b>
<b>Expenses</b>				<b>\$440,808.40</b>
Salary and wages				\$75,000.00
Repair and Maintenance				\$23,040.00
Insurance				\$10,676.00
Trash Removal				\$23,740.00
Interest				\$250,000.00
Taxes				\$58,352.40
<b>Net Income</b>				<b>\$855,911.60</b>

This project will help achieving HUD’s strategic goals and objectives. The impact will also include the following:

1. **Manufactured Homes as a Solution:** This project sets a precedent that manufactured homes can effectively address the affordable housing crisis in Hawaii, especially on Maui following the Lahaina wildfire disaster. Replacing the over 4,000 destroyed dwellings with manufactured homes will save considerable time and effort. Given the severe local labor shortage, manufactured housing shifts labor costs from local sources to the U.S. mainland, leveraging nationwide support.

2. **Increasing Accessible Housing Supply on Maui:** It will significantly increase the supply of accessible housing on Maui, where there is currently a severe shortage.
3. **Foster More Sustainable Communities:** This project will act as a seed project. It will establish a solid foundation for the nonprofit entity to grow and further its mission, as this community will be financially self-sustaining. The ownership of the land by the nonprofit ensures perpetual affordability. It will inspire other private foundations and public nonprofits to build more similar communities.
4. **Develop Inclusive Community:** This community is designed to serve all under-served populations on the island. It welcomes young families, senior citizens, people with disabilities, and individuals of all races, ages, sexual orientations, and ethnic backgrounds. In Hawaii, "Ohana" means "Family," and Oluwahi Ohana Village will be a pleasant community that embodies the essence of Hawaiian culture. The positive energy from this community will foster long-term love and harmony on the island.

## II. Affordability and Equity

### 1). Affordability

Maui Oluwahi Homes, Inc. is committed to making the entire project affordable to serve low-income and moderate-income residents on Maui. This project will be rented to individuals earning between 60% and 80% of the Area Median Income (AMI). The affordability of this project will remain perpetual due to the fact that Maui Oluwahi Homes, Inc. who is developing this affordable rental housing will also own the land underneath the housing. The affordability terms will be recorded in the deeds when this property is acquired by Maui Oluwahi Homes, Inc. from the current owner.

The following is Maui county’s income schedule by family size:


**MAUI COUNTY INCOME SCHEDULE BY FAMILY SIZE**
2024

THE FOLLOWING TABLE PRESENTS INCOME LIMITS BY FAMILY SIZE AND BY PERCENTAGES OF THE VERY LOW INCOME LEVELS ESTABLISHED BY HUD. THESE INCOME LIMITS SERVE AS GUIDELINES TO ESTABLISH SALES/RENTAL PREFERENCES.

		LIMITS BY FAMILY SIZE							
MEDIAN \$110,800		1 PERSON	2 PERSON	3 PERSON	4 PERSON	5 PERSON	6 PERSON	7 PERSON	8 PERSON
Adjustments for family size		0.7000	0.8000	0.9000	1.0000	1.0800	1.1600	1.2400	1.3200
% of Income	10%	\$8,730	\$9,980	\$11,230	\$12,470	\$13,470	\$14,470	\$15,470	\$16,470
	20%	\$17,460	\$19,960	\$22,460	\$24,940	\$26,940	\$28,940	\$30,940	\$32,940
	30%	\$26,190	\$29,940	\$33,690	\$37,410	\$40,410	\$43,410	\$46,410	\$49,410
	40%	\$34,920	\$39,920	\$44,920	\$49,880	\$53,880	\$57,880	\$61,880	\$65,880
	50%	\$43,650	\$49,900	\$56,150	\$62,350	\$67,350	\$72,350	\$77,350	\$82,350
	60%	\$52,380	\$59,880	\$67,380	\$74,820	\$80,820	\$86,820	\$92,820	\$98,820
	70%	\$61,110	\$69,860	\$78,610	\$87,290	\$94,290	\$101,290	\$108,290	\$115,290
	80%	\$69,840	\$79,840	\$89,840	\$99,760	\$107,760	\$115,760	\$123,760	\$131,760
	90%	\$78,570	\$89,820	\$101,070	\$112,230	\$121,230	\$130,230	\$139,230	\$148,230
	100%	\$87,300	\$99,800	\$112,300	\$124,700	\$134,700	\$144,700	\$154,700	\$164,700
	110%	\$96,030	\$109,780	\$123,530	\$137,170	\$148,170	\$159,170	\$170,170	\$181,170
120%	\$104,760	\$119,760	\$134,760	\$149,640	\$161,640	\$173,640	\$185,640	\$197,640	
130%	\$113,490	\$129,740	\$145,990	\$162,110	\$175,110	\$188,110	\$201,110	\$214,110	
140%	\$122,220	\$139,720	\$157,220	\$174,580	\$188,580	\$202,580	\$216,580	\$230,580	

The U.S. Department of Housing and Urban Development (HUD) sets income limits that determine the eligibility of applicants for its assisted housing programs. HUD typically uses the Very Low Income Limit (VLIL) as the basis for deriving other income limits. The VLIL is calculated by taking the 4-person income limit equal to 50% of the estimated median family income (based on the U.S. Census Bureau's ACS median family income estimates) and making adjustments if this income is outside formula constraints. For example, the VLIL is increased for areas where rental housing costs are unusually high in relation to the median income or if it is less than the relevant State non-metropolitan median family income level. See [https://www.huduser.gov/portal/datasets/il.html#faq\\_2024](https://www.huduser.gov/portal/datasets/il.html#faq_2024).

These income limits are not used for projects funded with tax credits under section 42 of the Internal Revenue Code and projects financed with tax exempt housing bonds issued to provide qualified residential rental development under section 142 of the Internal Revenue Code, i.e., LITHC, RHRF, etc. Go to HHFDC's website at <https://dbedt.hawaii.gov/hhfdc/files/2024/04/HUD-MF-AMI-Tables-Only-2024.pdf> for tax credit rental program projects.

NOTE: This chart is provided as a guide only. You are responsible to ensure the accuracy of the numbers.

The following is Maui County’s affordable rent schedule:

 **AFFORDABLE RENT GUIDELINES\*** **2024**

Affordable rents are based on 30% of income (including utilities)\*\*

Area	\$110,800	Studio	1 Bedroom	2 Bedroom	3 Bedroom	4 Bedroom
<b>MAUI</b>						
30% of Median		\$654	\$701	\$842	\$972	\$1,085
50% of Median		\$1,091	\$1,169	\$1,403	\$1,621	\$1,808
60% of Median		\$1,309	\$1,403	\$1,684	\$1,945	\$2,170
80% of Median		\$1,746	\$1,871	\$2,246	\$2,594	\$2,894
100% of Median		\$2,182	\$2,338	\$2,807	\$3,242	\$3,617
120% of Median		\$2,619	\$2,807	\$3,369	\$3,891	\$4,341
140% of Median		\$3,055	\$3,274	\$3,930	\$4,539	\$5,064

\*Please note that area market rents may be lower than these rent guidelines.

\*\*Monthly rent levels would include the cost of the following utilities: water, sanitary sewage services, electricity and gas (where applicable). Please refer to the Utility Allowance Schedule for each island.

With medium home price at over \$1.2 million, Maui’s has one of the worst housing affordability in the nation. The following is some salary data for Maui’s government employee and teachers’ salary to show how there is no way that working family can afford hardly any housing on Maui.

**Public School Teacher’s Salary in Hawaii**

**TEACHER’S ANNUAL RATE SALARY SCHEDULE (10-MONTH)**  
Effective the First Work Day of the 2023-2024 School Year

	CLASS II TEACHER		CLASS III TEACHER		CLASS IV TEACHER		CLASS V TEACHER		CLASS VI TEACHER		CLASS VII TEACHER	
Initial Classification	BA		BA+30 or MA								Doctorate	
Reclassification			Class II + 15 credits		Class III + 15 credits		Class IV + 15 credits		Class V + 15 credits		Class VI + 15 credits	
14B <sup>5</sup>	T02-14B	73,843	T03-14B	79,750	T04-14B	82,940	T05-14B	86,257	T06-14B	89,708	T07-14B	95,090
14A <sup>5</sup>	T02-14A	69,663	T03-14A	75,235	T04-14A	78,246	T05-14A	81,375	T06-14A	84,631	T07-14A	89,707
14 <sup>5</sup>	T02-14	67,633	T03-14	73,044	T04-14	75,967	T05-14	79,005	T06-14	82,164	T07-14	87,096
13 <sup>5</sup>	T02-13	65,663	T03-13	70,916	T04-13	73,754	T05-13	76,703	T06-13	79,771	T07-13	84,558
12 <sup>5</sup>	T02-12	63,751	T03-12	68,852	T04-12	71,607	T05-12	74,471	T06-12	77,448	T07-12	82,096
11 <sup>5</sup>	T02-11	61,895	T03-11	66,847	T04-11	69,520	T05-11	72,300	T06-11	75,191	T07-11	79,702
10 <sup>5</sup>	T02-10	60,090	T03-10	64,900	T04-10	67,494	T05-10	70,194	T06-10	73,000	T07-10	77,383
9 <sup>5</sup>	T02-09	58,342	T03-09	63,009	T04-09	65,530	T05-09	68,151	T06-09	70,877	T07-09	75,130
8 <sup>5</sup>	T02-08	56,643	T03-08	61,173	T04-08	63,618	T05-08	66,165	T06-08	68,811	T07-08	72,941
7 <sup>5</sup>	T02-07	54,993	T03-07	59,392	T04-07	61,768	T05-07	64,238	T06-07	66,807	T07-07	70,816
6 <sup>5</sup>	T02-06	53,391	T03-06	57,661	T04-06	59,969	T05-06	62,368	T06-06	64,861	T07-06	68,753
5 <sup>5</sup>	T02-05	51,835	T03-05	55,982	T04-05	58,222	T05-05	60,549	T06-05	62,973	T07-05	66,750
(ENTRY LEVEL) 4 <sup>5</sup>	T02-04	50,325	T03-04	54,351	T04-04	56,526	T05-04	58,785	T06-04	61,139	T07-04	64,806

<sup>5</sup>Step 4 (Entry Level) have not completed a State Approved Teacher Education Program (SATEP). Steps 5-14B must have completed a SATEP and be eligible for a license.

# Government Employee Salary Schedule Hawaii

State of Hawaii  
DEPARTMENT OF HUMAN RESOURCES DEVELOPMENT  
SALARY SCHEDULE

Effective Date: 07/01/2024  
Bargaining Unit: 01 Blue Collar, Non-Supervisor

A			A			A			A		
BC01	ANN	49,956	BC09	ANN	67,896	WS01	ANN	51,768	WS09	ANN	72,048
	MON	4,163		MON	5,658		MON	4,314		MON	6,004
	8HR	192.16		8HR	261.12		8HR	199.12		8HR	277.12
	HRLY	24.02		HRLY	32.64		HRLY	24.89		HRLY	34.64
BC02	ANN	50,640	BC10	ANN	70,476	WS02	ANN	54,168	WS10	ANN	74,604
	MON	4,220		MON	5,873		MON	4,514		MON	6,217
	8HR	194.80		8HR	271.04		8HR	208.32		8HR	286.96
	HRLY	24.35		HRLY	33.88		HRLY	26.04		HRLY	35.87
BC03	ANN	52,080	BC11	ANN	73,044	WS03	ANN	55,740	WS11	ANN	77,508
	MON	4,340		MON	6,087		MON	4,645		MON	6,459
	8HR	200.32		8HR	280.96		8HR	214.40		8HR	298.08
	HRLY	25.04		HRLY	35.12		HRLY	26.80		HRLY	37.26
BC04	ANN	54,168	BC12	ANN	75,852	WS04	ANN	57,984	WS12	ANN	80,328
	MON	4,514		MON	6,321		MON	4,832		MON	6,694
	8HR	208.32		8HR	291.76		8HR	223.04		8HR	308.96
	HRLY	26.04		HRLY	36.47		HRLY	27.88		HRLY	38.62
BC05	ANN	56,340	BC13	ANN	78,612	WS05	ANN	60,336	WS13	ANN	83,364
	MON	4,695		MON	6,551		MON	5,028		MON	6,947
	8HR	216.72		8HR	302.32		8HR	232.08		8HR	320.64
	HRLY	27.09		HRLY	37.79		HRLY	29.01		HRLY	40.08
BC06	ANN	58,596	BC14	ANN	81,612	WS06	ANN	62,748	WS14	ANN	86,448
	MON	4,883		MON	6,801		MON	5,229		MON	7,204
	8HR	225.36		8HR	313.92		8HR	241.36		8HR	332.48
	HRLY	28.17		HRLY	39.24		HRLY	30.17		HRLY	41.56
BC07	ANN	60,936	BC15	ANN	84,672	WS07	ANN	65,256	WS15	ANN	89,748
	MON	5,078		MON	7,056		MON	5,438		MON	7,479
	8HR	234.40		8HR	325.68		8HR	250.96		8HR	345.20
	HRLY	29.30		HRLY	40.71		HRLY	31.37		HRLY	43.15
BC08	ANN	63,432				WS08	ANN	67,848			
	MON	5,286					MON	5,654			
	8HR	244.00					8HR	260.96			
	HRLY	30.50					HRLY	32.62			

From the data above, residents who earn 60% AMI to 80% AMI include a diverse and vibrant mix of people, from service industry workers to school teachers to government employees. They are the backbones of society and deserve affordable housing. The "Oluwahi Ohana Village" project will help fulfill these critical needs. **The affordability for this project will be perpetual and will be recorded in the deeds when the project site is acquired.**

## 2). Equity:

According to the latest data, Maui County in 2024 has a resident population of around 165,000. Among them, approximately 16,900 residents identify as Hispanic or Latino (10.24%), and 148,100 residents identify as Non-Hispanic (89.75%). There is a slight increase in population compared to the 2022 census data.

## Race:

- The White Alone population is the largest racial group, with 54,200 residents (32.85%).
- The Asian Alone population is the second largest racial group, with 44,330 residents (26.87%).
- The Two or More Races population is the third largest racial group, with 40,170 residents (24.34%).
- The smallest racial group is American Indian and Alaska Native Alone, with 778 residents (0.47%).

**Ethnicity:**

- The Non-Hispanic White Alone population is the largest ethnic group, with 51,930 residents (31.47%).
- The Non-Hispanic Asian Alone population is the second largest ethnic group, with 43,280 residents (26.23%).
- The Non-Hispanic Two or More Races population is the third largest ethnic group, with 31,430 residents (19.05%).
- The smallest ethnic group is Hispanic Black Alone, with a population of 55 (0.03%).

From the above data, it is evident that Maui has a very diverse population mix with no clear majority of any race or ethnic background. Hawaii is famous for its "Ohana" value, where people of different ethnic backgrounds live in harmony with each other. In general, there is no race or ethnic-based housing segregation on Maui.

Maui Oluwahi Homes, Inc. will strictly follow Fair Housing practices to ensure equity among all races and ethnic backgrounds when selecting tenants for this affordable rental housing project. All buildings will be handicap accessible, making them suitable for people with disabilities. This will also help fill a crucial gap in providing housing for people with disabilities.

**III. Environment and Resilience**

In recent years, climate change has accelerated the frequency and severity of extreme weather events, resulting in tragedies that once seemed unimaginable. The Lahaina wildfire, which destroyed the entire Lahaina town on Maui on August 8th, 2023, is one such devastating example. To protect the environment and build resilience, efforts should be undertaken by all levels of government, private enterprises, and individuals to adopt best practices.

Maui Oluwahi Homes, Inc. is committed to developing all projects with environmental protection and climate change resilience in mind. We will adopt the best residential energy-efficient techniques to ensure a minimal carbon footprint. This project site is situated at an elevation of around 1500 feet above sea level, making it resilient to sea-level changes. It is also not in a flood zone, thus making it flood-proof. The weather at this location is very temperate. The local name for this area is "Pukalani," which means "A Hole in Heaven," reflecting its reputation as the best spot on Maui in terms of weather. It has neither excessive rain nor wind and boasts clean air and water. Maui Bus, the main form of public transportation on Maui, passes right in front of the property, with a bus stop a few yards away from the property boundary.

One of the hazard mitigation measures to prevent fire is the proper installation of irrigated lawns between buildings. We will plant a variety of tropical foliage throughout the complex, making this development a true paradise to live in. The manufactured housing development will also shift most building activities to factories, minimizing environmental impact on the project site.

With proper site planning, drainage design, landscaping arrangement, and the use of fire-resistant materials in construction, this development will be environmentally friendly and climate resilient.

#### **IV. Community Engagement**

The development of “Oluwahi Ohana Village” aligns with Maui county’s existing comprehensive community development plan in the Makawao-Pukalani-Kula area. The following is an excerpt of the community plan in that area regarding housing development:

### **MAKAWAO-PUKALANI-KULA COMMUNITY PLAN**

#### **HOUSING**

##### **Goal**

Housing opportunities for the residents of Makawao-Pukalani-Kula, to include all income and age groups, which are affordable, safe, and environmentally and culturally compatible.

##### **Objectives and Policies**

1. Encourage the use of tools such as low-rise planned unit development or rural cluster housing approaches which will allow housing projects to be more compatible with the natural setting and preserve open space.
2. Provide increased opportunities for affordable housing through:
  - Coordinated government assistance programs including the Department of Hawaiian Home Lands.
  - Provision of variable housing densities in areas designated for residential use.
3. Provide a mixture of housing types, smaller lot sizes, and coordinated assistance programs aimed at lowering housing costs and expanding housing opportunities.
4. In keeping with public health and safety principles, and consistent with the Upcountry character, develop zoning, subdivision and design standards which will facilitate the development of affordable housing.
5. To establish an efficient settlement pattern, discourage a dispersed pattern of development, thereby reducing public service, infrastructure and maintenance costs.
6. Provide independent living and assisted living elderly housing with support facilities and services to meet the needs of the region’s elderly residents.
7. Seek the timely and orderly development of lands designated by the Community Plan for residential purposes.

This development would be a low-rise planned unit development and can be considered a rural cluster housing. Since all of the units will be handicap accessible units, they can also be used as assisted living elderly housing with support facilities and services to meet the needs of this regions' elderly residents.

1. Encourage the use of tools such as low-rise planned unit development or rural cluster housing approaches which will allow housing projects to be more compatible with the natural setting and preserve open space.
  
6. Provide independent living and assisted living elderly housing with support facilities and services to meet the needs of the region's elderly residents.

### **Public Hearing and Feedback**

Maui Oluwahi Homes, Inc. has extensively engaged with the community regarding this project. Board members have met with local government officials, various nonprofits, local tenant advocates, representatives from manufactured housing factories, and local builders. All feedback has been very positive. So far, no objections have been raised, and everyone is excited about the project. Some local residents were so eager upon hearing about the project that they were ready to fill out housing applications, only to learn that the actual build-out of the development will be at least a few years away.

An in-person public hearing was held on May 29th, 2024, at the J. Walter Cameron Center Auditorium. The public hearing notice was posted in the Maui News on May 10th, 2024. It was also posted on social media, specifically on Facebook under the group "Maui Bulletin." Below is a copy of the public hearing notice published in the Maui News. The entire application was published on the website [www.oluwahihomes.org](http://www.oluwahihomes.org). The public has until June 30th, 2024, to send in their comments. Comments can be sent to [info@oluwahi.org](mailto:info@oluwahi.org). Please see Attachment H for the summary of comments from the community.

**AFFIDAVIT OF PUBLICATION**

STATE OF HAWAII, }  
County of Maui. } ss.

Brandy Emmanuel being duly sworn  
deposes and says, that she is the Advertising Sales of  
the Maui Publishing Co., Ltd., publishers of THE MAUI NEWS, a  
newspaper published in Wailuku, County of Maui, State of Hawaii;  
that the ordered publication as to

PUBLIC HEARING

of which the annexed is a true and correct printed notice, was  
published 1 times in THE MAUI NEWS, aforesaid, commencing  
on the 10th day of May, 2024, and ending  
on the 10th day of May, 2024, (One day  
inclusive), to-wit: on  
May 10, 2024

and that affiant is not a party to or in any way interested in the above  
entitled matter.

*[Handwritten Signature]*

This 1 page PUBLIC HEARING, dated  
May 10, 2024,

was subscribed and sworn to before me this 21st day of  
May, 2024, in the Second Circuit of the State of Hawaii,  
by Brandy Emmanuel

*[Handwritten Signature]*

Notary Public, Second Judicial  
Circuit, State of Hawaii  
Kimberly Uradomo  
Commission exp: 07/02/2026



**PUBLIC HEARING**  
Maui Oluwahi Homes, Inc. (A Non-Profit Entity) will host a public hearing for the development of a 60 unit affordable Manufactured Home Rental Community in Pukalani, Maui. All public are welcome. Event is on May 29th, 2024 at J. Walter Cameron Center's Auditorium from 5:00pm to 9:00pm. Please contact (808) 264-6127 if you have any questions. (MN: May 10, 2024)