for your interest in the important work of Hawaii’s nonprofit sector. In this report, HANO provides informational data about Hawaii’s nonprofits as well as real stories about what inspires nonprofit leaders in their work. Whether it is restoring fishponds, addressing homelessness, educating our children and adults, or improving health outcomes, nonprofits meet the needs of their clients and improve the lives of all of Hawaii’s residents.

Hawaii’s nonprofits provide essential services including healthcare, human services, education, cultural enrichment, environmental stewardship, advocacy, and so much more. Dedicated employees and volunteers who work in the nonprofit sector, are the frontline defense, ensuring a healthy, enlightened and caring community, essential to a civil society. Many achieve this in the face of growing demands for services and limited resources.

While the needs of the community vary greatly across the state and change over time, the important role of nonprofit organizations endures. Your interest and support for Hawaii’s nonprofits makes all the difference.

Lisa Maruyama  
President and CEO  
Hawaii Alliance of Nonprofit Organizations

Photo Credit: KUA, Aloha Harvest
Nonprofits in Hawaii

Our Roles Include

Independent schools and PTAS
Emergency and homeless shelters
Churches, temples and ministries
Veteran support organizations
Youth recreation programs
Paddling and surfing clubs
Theaters, hula halau and museums
Hospitals and community health clinics
Groups protecting the environment and preserving open space
Organizations that assist the elderly and the disabled

What We Do

Educate

Hawaii nonprofits educate our youth and adults through schools as well as organizations promoting arts, culture, history, the environment and more.

Engage

Hawaii nonprofits engage citizens in the life of their communities through learning, communication, participation and volunteerism.

Create

Hawaii nonprofits are the foundation of creativity in the arts, music, culture and theater.

Drive

Hawaii nonprofits are a powerful force in Hawaii's economy by creating jobs and providing a caring community that strengthens and enhances our quality of life.

Serve

Hawaii nonprofits provide essential services and work as partners with government to serve critical human needs.
Collaboration, Sharing, Community

HPCA provides and assists in the health care sector in many ways, including: workforce development, data management, policy analysis and information technology. HPCA convenes and facilitates quarterly meetings attended by personnel from all of the CHCs for members to learn about new developments, talk story and exchange ideas, observations and feedback about what is going on in their communities. Through these meetings, HPCA provides layers of support for CHC personnel similar to the way "patient-centered care" is provided to CHC clients.

In the HPCA film made by Nagato "Ola - Health is Everything," Mouna Farm Arts and Cultural Village founder Sooriya offered this concerning community health, "When somebody suffers, we suffer. When we heal ourselves, we heal others." Those words aptly describe the inclusive sense of community that guides HPCA’s mission.

Sector Snapshot
Data on Hawaii’s Nonprofit Sector

- **7,441** 501(C) tax exempt organizations
- **6,029** 501(C)(3) charitable organizations
- **6.6 Billion** Dollars in Revenue
- **56,000** Employees

Nonprofits Per Island

Hawaii Nonprofits by Subsector

Hawaii Nonprofits by Revenue

Hawaii Subsectors by Revenue

Source: IRS, Exempt Organizations Business Master File, Dec. 2015, www.irs.gov. Hawaii Nonprofits by Revenue - includes Hawaii 501(c)(3) organizations revenue data from IRS returns within the prior two years; excludes private foundations. Hawaii Subsectors by Revenue - includes Hawaii 501(c)(3) organizations with NTEE codes and revenue data from IRS returns within the prior two years; excludes private foundations and mutual/membership benefit organizations.
### Hawaii Nonprofit Perspective

<table>
<thead>
<tr>
<th>Greatest Challenges</th>
<th>Demand for Services</th>
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<tbody>
<tr>
<td>1. Achieving long-term financial sustainability</td>
<td>71% said that service / program demand increased in 2014</td>
</tr>
<tr>
<td>2. Offering competitive pay and retaining staff</td>
<td>42% were not able to meet demand in 2014</td>
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<tr>
<td>3. Raising funding that covers full costs</td>
<td>69% said when nonprofits can’t meet demand, clients' needs remain unmet</td>
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</tbody>
</table>

### Nonprofit Finances  Cash Readily Available

- **55%** 3 months or less
- **22%** 1 month or less

Hawaii Primary Care Association

Health Is Everything

The Hawaii Primary Care Association’s (HPCA) approach to health care is holistic; “Health is everything. Health in everything.” HPCA works toward improved, health-related outcomes beyond medical remedies and solutions. In addition to the biomedical aspects of health, HPCA believes that social determinants - education, income, homes and neighborhoods – must be evaluated as part of the health care conversation if we are to ensure sustained long term improvement in Hawaii.

According to Director of Communications Matthew Nagato, HPCA recognizes that needs of the CHCs and their clients vary depending on whether they are located in high density urban settings or remote neighbor island locations. HPCA’s 2010 report outlined the history of CHCs, identified areas statewide where access to services were most challenged, and described what can be done in order for CHCs and their patients to thrive.

Nagato shared some examples of access issues that CHCs are addressing:

- Integrated services can provide a mother with multiple services for a specific issue as well as pediatric care for her child during the same visit to one location.
- CHCs create business hours in order to serve people who are unable to schedule visits during typical business hours.
- HPCA helped create an internet portal making it easier for patients and CHC personnel to access medical records online.
- A new CHC in Wahiawa will increase geographic access in central Oahu.

Advocating for Public Policy Change

Regular dental check-ups are important for overall health and dealing with dental issues in a timely manner go a long way towards enabling people to go about their daily lives in a healthy, productive manner. On the policy front HPCA works to promote greater access to dental care. HPCA supported and offered testimony in 2015 for proposed legislation which would have provided Medicaid funding for uninsured patients who use CHC dental services. Although the legislation did not pass in 2015, HPCA will continue to support future efforts for positive policy changes in this area.

Collaboration, Sharing, Community

HPCA provides and assists in the health care sector in many ways, including: workforce development, data management, policy analysis and information technology. HPCA convenes and facilitates quarterly meetings attended by personnel from all of the CHCs for members to learn about new developments, talk story and exchange ideas, observations and feedback about what is going on in their communities. Through these meetings, HPCA provides layers of support for CHC personnel similar to the way “patient-centered care” is provided to CHC clients.

In the HPCA film made by Nagato “Ola - Health is Everything,” Mouna Farm Arts and Cultural Village founder Sooriya offered this concerning community health, “When somebody suffers, we suffer. When we heal ourselves, we heal others.” Those words aptly describe the inclusive sense of community that guides HPCA’s mission.
Aloha Harvest is the facilitator, the hands and feet that feed thousands of people on Oahu each month. Formed in 1999 and modeled after the City Harvest program in New York City, Aloha Harvest collects excess food from a regular rotation of about 275 food donors and distributes it to 177 agencies across Oahu.

Food Rescue
In 2015 they aimed to rescue 2.3 million pounds of food. To do this, Aloha Harvest reaches out to hotels, restaurants, grocery stores, caterers and food producers, forms agreements with those organizations to collect surplus food, dispatches professional drivers to collect food, and delivers the food to people in need. They identify excess resources, create a link to those in need, and engage in inter-sector collaboration between the for-profit and nonprofit sectors.

How They Make It Work
All of this good is being achieved through meticulous planning by executive director Kuʻulei Williams, five full-time staff, and board, and executed by hard working, dedicated drivers who spend most of their day on the road, picking up and delivering in efficient loops. Drivers are not only focused on transportation but also have expertise in food handling, and they are given a high level of autonomy to distribute food items that best fit the needs of each agency’s clients and facilities. Williams said, “I can find drivers, but to really do this job well, you need to have a heart for it (our mission).”

Creating a Vibrant Nonprofit
Aloha Harvest is a vibrant organization because its founders and leaders have identified a way to provide relief to a pressing need. When asked for words of advice or encouragement for others working in the nonprofit sector, Williams replied, “Love what you do and know your mission.”

Feeding the hungry
Collects about 45,000 pounds of food each month whether it be prepared foods or bulk amounts of items such as milk, canned foods, bread, rice, and delivers to agencies running food programs.

Reducing Waste
Saves perishable items that would otherwise end up in the Oahu landfill.

Helping Agency Budgets
Provides donated food that helps agencies stretch their dollars and manage budgets.

Promoting Charitable Giving
Donors are able to help the community and claim a tax deduction for their donated goods.

Nonprofit Profile
Kua‘aina Ulu ‘Auamo (KUA) focuses on community and civic empowerment through environmental stewardship. The Hawaiian word kua translates in English to “back” or “backbone,” and KUA provides network and organizational infrastructure on which the members of its networks and communities can build the connections to tie people together and create a stronger, more resilient Hawaii. KUA works with communities throughout the state to nurture and connect resident grassroots leaders to networks of like-minded efforts. The community projects involve a nexus of natural resource management issues, environmental justice, and the preservation of place-based traditions of the people of Hawaii.

"Nonprofits help people do the work of their families and the work of their hearts."

Finding a Collective Voice

Executive Director Kevin Chang says “KUA works to build a context for community to dialogue and work together in healthy and generative ways.” KUA is deeply committed to helping communities gather, develop their collective voice, share knowledge between organizations, and build social capital through its inter-island networks.

According to Chang, KUA “helps to identify and build commonalities.” This is a core principle for E Alu Pū, one of KUA’s three networks. E Alu Pū provides a venue for organizations within the network to share information about how to more effectively work on projects and manage natural resources. As interaction and collaboration increases through dialogue, cultural learning and practice, applied stewardship transforms participants from learning together to being generative – developing network projects and objectives together.

Success in Community Organizing

KUA was an instrumental player in the community process that led up to an important event for the community of Hā‘ena, on Kauai’s north shore, and for the state of Hawaii. In 2014, the Board of Land of Natural Resources unanimously approved a set of fishing rules that will govern Hā‘ena’s Community-Based Subsistence Fishing Area (CBSFA). This was the first approved CBSFA proposal in the state and will serve to protect the traditional subsistence practices and fishing grounds of the residents of Hā‘ena. KUA provided advocacy training to members of the community which helped set the stage for some of the most impassioned testimony in the history of the state. KUA Deputy Director Miwa Tamanaha sees this as a prime example of the power of community organizing. Tamanaha feels that "large-scale change happens only when connected, caring communities of people move together."

Leadership and Empowerment

KUA is consistent in its approach to leadership as it waits for an invitation to join a community and then leads from the middle, careful not to push, or pull too hard unless asked. KUA’s clients are their guides and provide the focus for their vision. KUA helps communities attain sustainable natural resources and sustainable community organizations equipped with empowered leadership. In Tamanaha’s words, “nonprofits help people do the work of their families and the work of their hearts.”
The Arts at Marks Garage

A Vibrant Scene
The ARTS at Marks Garage (The ARTS) has spent the last 14 years adding to the collective vibrancy of Honolulu’s Chinatown. This has been an important time for The ARTS as well as the neighborhood. Community redevelopment has seen Chinatown become more diverse in its commercial offerings and residents while avoiding the sort of gentrification that can erode a neighborhood’s identity.

Able Leadership
The ARTS Executive Director Rich Richardson was hired during the formation of the organization 14 years ago. Richardson is passionate about contemporary art and desires to creating a dedicated place for art -- an ecosystem for art work and arts aficionados.

Community and Civic Life
In addition to providing a place for the creation of art, The ARTS at Marks Garage is a trusted civic space. It hosts informal town hall meetings, spoken word events, and provides a visitor guide listing Chinatown’s merchants. All activities support a grand vision to create a diverse menu of programs, resources, and events that will serve a wide range of the neighborhood’s residents.

The ARTS provides a creative, safe space for the neighborhood’s at-risk youth – a chance for them to create artwork that is a reflection, interpretation or alternative to their lives in a collaborative, gathering place. When the youth unveil their latest creations, or The ARTS installs a new exhibit, Richardson feels these exhibits have a positive effect on community health. “It provides a time to celebrate and remark upon what is going on in our lives,” he says.

Building Capacity and Funding for the Arts
The ARTS has many of the same challenges as other organizations in the nonprofit sector in the area of capacity. A funding shortfall last year caused the organization to be even more resourceful in doing more with less. He is pursuing partnerships with new nonprofit and corporate sponsors who are committed to the same community-oriented values as The ARTS. He is hopeful about the future of The ARTS, and is committed to ensuring that The ARTS at Marks Garage continues as a sustainable ecosystem for local artists and civic engagement.
## Resources

<table>
<thead>
<tr>
<th>Board Source</th>
<th>Dedicated to advancing the public good by building exceptional nonprofit boards and inspiring board service. <a href="http://www.boardsource.org">www.boardsource.org</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>Council On Foundations</td>
<td>Association of grantmaking foundations and corporations in the United States and abroad. <a href="http://www.cof.org">www.cof.org</a></td>
</tr>
<tr>
<td>GuideStar</td>
<td>Aims to revolutionize philanthropy and nonprofit practice by providing information that advances transparency, enables users to make better decisions, and encourages charitable giving. Visit their website to view the IRS Form 990 for any nonprofit registered with the IRS. <a href="http://www.guidestar.org">www.guidestar.org</a></td>
</tr>
<tr>
<td>Hawaii Alliance of Nonprofit Organizations</td>
<td>Hawaii’s statewide association of nonprofits, aiming to unite and strengthen the nonprofit sector to improve the quality of life in Hawaii. <a href="http://www.hano-hawaii.org">www.hano-hawaii.org</a></td>
</tr>
<tr>
<td>Independent Sector</td>
<td>Leadership network for nonprofits, foundations, and corporate giving programs committed to advancing the common good in America and around the world. <a href="http://www.independentsector.org">www.independentsector.org</a></td>
</tr>
<tr>
<td>National Council of Nonprofits</td>
<td>As HANO’s network headquarters in Washington, D.C., National Council of Nonprofits amplifies the voices of America’s local community-based nonprofit organizations and helps them engage in critical policy issues affecting the sector, manage and lead more effectively, collaborate and exchange solutions, and achieve greater impact in their communities. <a href="http://www.councilofnonprofits.org">www.councilofnonprofits.org</a></td>
</tr>
<tr>
<td>Nonprofit Finance Fund</td>
<td>Unlocks the potential of mission-driven organizations through tailored investments, strategic advice and accessible insights; helps organizations connect money to mission effectively, and supports innovations. <a href="http://www.nff.org">www.nff.org</a></td>
</tr>
<tr>
<td>NTEN</td>
<td>The Nonprofit Technology Network - Membership organization of nonprofit professionals who put technology to use for their causes. <a href="http://www.nten.org">www.nten.org</a></td>
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## Reports

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<tr>
<th>The Value of Volunteer Time</th>
<th>Independent Sector</th>
<th><a href="http://tinyurl.com/VolunteerValue">http://tinyurl.com/VolunteerValue</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>Principles for Good Governance and Ethical Practice</td>
<td>Independent Sector / Hawaii Alliance of Nonprofit Organizations</td>
<td><a href="http://tinyurl.com/principlesHANO">http://tinyurl.com/principlesHANO</a></td>
</tr>
<tr>
<td>Charitable Organizations in Hawaii</td>
<td>Hawaii Alliance of Nonprofit Organizations / 3Point Consulting (2013)</td>
<td><a href="http://tinyurl.com/CharitableOrgsInHI">http://tinyurl.com/CharitableOrgsInHI</a></td>
</tr>
<tr>
<td>2015 Giving Study</td>
<td>Hawaii Community Foundation</td>
<td><a href="http://tinyurl.com/HCFGivingStudy">http://tinyurl.com/HCFGivingStudy</a></td>
</tr>
</tbody>
</table>
Recovery and Changes in Charitable Giving

Nationwide charitable giving has made an overall recovery since the Great Recession, although some notable changes have emerged. Giving USA 2015 found that total charitable giving in 2014 was over $358 billion, above the pre-recession record of $355 billion. The study found increases in giving by individuals and foundations, significant “mega gifts” of $200 million or more, and record high giving to religion, education, human services, health, arts/culture/humanities and environment/animals.

Giving and Volunteering in Hawaii

Hawaii Community Foundation’s 2015 Hawaii Giving Study found that the rate of volunteering in Hawaii reached a fifteen-year high, at 57% of respondents. Respondents on Kauai reported the highest rates of volunteering at 71%, followed by Maui with 61%, and Oahu and Big Island at 55%. The study also found that 93% of Hawaii households donated cash, goods or services in 2014, slightly lower than the national average of 95%.

Millennials & Nonprofits

Millennials are now a majority of the U.S. workforce and beginning to show their impact in nonprofits and philanthropy. According to the Millennial Impact Report by Achieve and the Case Foundation, 84% of millennials donated to charity and more than 70% volunteered time to a cause in 2014. The statistics show that despite the stereotypes and lackluster economic prospects, millennials are an important force for donating and helping in our communities.

Supporting the Nonprofit Sector

Nonprofit leaders have worked to promote awareness of the true cost of nonprofit services and the need for supporting the sector, and funders are taking notice. In 2014, the Office of Management and Budget issued the Uniform Guidance for federal awards, which provides for nonprofits to be reimbursed for indirect costs. In 2016, a coalition of nonprofit infrastructure organization leaders issued the Investing in Infrastructure letter, recognizing the importance of dedicated funding to support and strengthen the nonprofit sector.

Thousands of Nonprofits in Hawaii
Each trying to make a difference on their own ...

The Hawaii Alliance of Nonprofit Organizations
seeks to bridge that gap with a mission to unite and strengthen the nonprofit sector as a collective force to improve the quality of life in Hawaii.

Advocates
For the sector and builds awareness about the value of nonprofits

Builds
Opportunities for organizational and professional development

Connects
Nonprofits together, state and sector wide, to network, learn, collaborate, and partner

Leverages
Members’ collective buying power to save member nonprofits time and money

Communicates
Information and resources among nonprofits and the community

HANO and Hawaii’s nonprofit organizations are resilient and can survive in a variety of conditions. But we need your partnership to remain vibrant, improve the quality of life in Hawaii and meet the need of our citizens.

hano–hawaii.org
We Are Strengthened by

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Donors
Policy makers
Program Participants

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Vice Chair, Kevin Chang, Kua‘āina Ulu ‘Auamo (KUA)
Vice Chair, Emillia Noordhoek, Sustainable Molokai
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Advance the common interests of Hawaii nonprofits
Provide financial support for HANO's programs and activities
Cultivate a healthy operating environment for Hawaii’s nonprofits
Attend workshops, participate in conferences, and benefit from consulting services

Nonprofit Sector Report — Mahalo to:
American Savings Bank, David Alefaio, Nikki Love Kingman, Bryson Wong
FIND US

Twitter: @HANOHAWAI
Facebook: Hawaii Alliance of Nonprofit Organizations
Website: www.hano-hawaii.org
Phone: (808) 529 - 0466
Address: 1020 South Beretania Street, 2nd Floor
          Honolulu, HI  96814