



COUNTY OF HAWAI'I

QUALIFICATION TO PROVIDE
PROFESSIONAL SERVICES

JUNE 28, 2023

Expression of Interest



June 28, 2023

Mr. Douglass Adams
Director of Research & Development,
County of Hawai'i
25 Aupuni Street, Suite 1301
Hilo, HI 96720
Email: chresdev@hawaiicounty.gov

RE: Letter of Interest to Provide Professional Services for (HRS 103D-304) for the fiscal year 2023-2024

Aloha Mr. Adams,

We would like to express our interest in providing the following services to the Department of Research and Development, County of Hawai'i.

- RD.3 Community Planning (Community and Economic Development, Community Engagement, Strategic Planning, Sustainability Systems), and
- RD.13 Community Planning (Public Relations and Event Planning).

Our firm information is to follow:

- | | | |
|----|-----------------------------|--|
| 1. | Firm Name: | DTL Limited Liability Company (dba DTL LLC) |
| 2. | Contact Name: | Kirra Downing, Partner – Principal Communications |
| | Telephone number: | 808-593-3048 |
| | Email: | kirra@dtlhawaii.com |
| | Address: | 725 Kapi'olani Boulevard, C402, Honolulu, HI 96813 |
| 4. | Age of Firm: | 11, established in 2012 |
| 5. | Average # of Employees: | 5 |
| 6. | Federal Tax I.D. Number: | 46-0947925 |
| 7. | Hawai'i General Excise Tax: | GE-147-589-9392-01 |

We believe our overall team brings the necessary skills, strength and expertise needed to ensure the success of your projects.

Respectfully Submitted,

Mālia Ka'aihue,
President – Principal Strategy

About us

DTL (pronounced detail) is a group of multidisciplinary professionals that engage a collaborative approach drawing from our diverse backgrounds and experiences to produce comprehensive services for our clients. We are sought out for our wide expertise and explicit attention to details providing value beyond our client's expectations.

DTL is a Hawai'i based strategy studio that has built a respected reputation within our community as a creative interpreter of culture through planning and design. DTL's understanding and knowledge of Hawai'i's sensibilities and sensitivities has resulted in significant successes in facilitating dialogs, bridging perspectives and developing appropriate collaborative solutions to both challenging issues and exciting opportunities within our community.

STRATEGY

Positioning
Training
Coaching
Executive Placement
Entitlements

DESIGN

Branding
Graphic Design
Content Development
Web/Mobile Development
Environmental Graphics

PLANNING

Community Engagement
Cultural Integration
Placemaking
Events
Cultural Programming

COMMUNICATIONS

Public Relations
Crisis Management
Media Relations & Training
Social Media
Translations

office 725 Kapi'olani Blvd.,
Suite C402
Honolulu, Hawai'i
USA 96813

(808) 593.3048 PH

dtlstudio.com

founded 2012

staff 5 Employees
(average over past 5 years)

partners Mālia Ka'aihue Ph.D.
President

Jason Antonio
Vice President

Kirra Downing
Vice President

Adam Wong

point of contact

Kirra Downing
(808) 593-3048
kirra@dtlhawaii.com

Why DTL

To us, Hawai'i is the piko. We've built a respected reputation within our community as a creative interpreter of culture through planning and design. Our deep understanding and knowledge of Hawai'i's sensibilities and sensitivities have resulted in successfully facilitating dialogs, bridging perspectives and developing appropriate collaborative solutions to both challenging issues and exciting opportunities within our community.

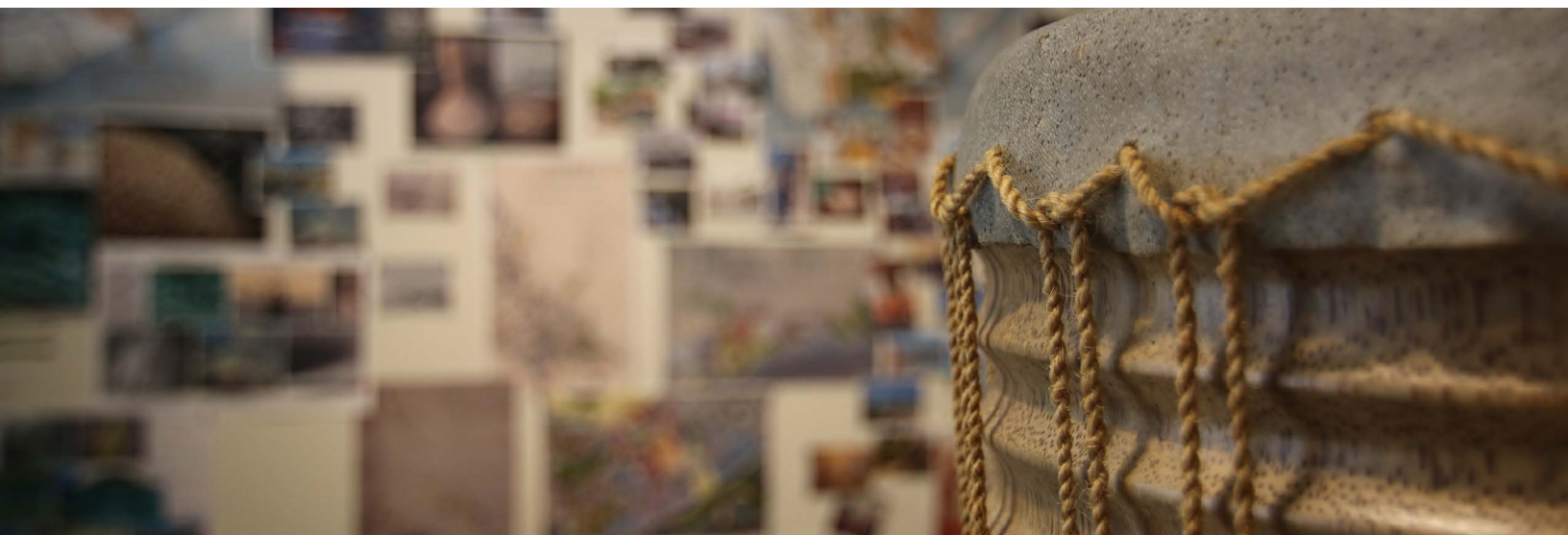
We create meaningful messaging. Our first step in any creative effort is research, a lot of it. This allows us to cut through the noise and focus our creative efforts on ideas that mean something. This means we can develop meaningful messaging that hits the mark sooner. We create value when design is rooted in ideas that are both authentic and true.

Our work gets attention and gets results. We are experienced in developing solutions for a broad variety of clients, including: large corporations, economic development agencies, non-profit organizations, environmental programs, the technology community, higher education institutions, entrepreneurs, and the architectural and arts industry.

We're efficient. By offering Strategy, Creative, & Communications services under one roof, we offer our clients a unique synergy generating great designs that are on brand, on message and on time.

Our dedication goes beyond our paying clients. Our partners are part of the community and non-profit organizations that share our same values of positively impacting our community. We're dedicated to improving the business, cultural and entertainment sectors for both "paying" and pro bono clients.

Our clients are satisfied. Please feel free to contact our list of clients directly, many of which are repeat clients.





Staff

Po'o



Mālia Ka'aihue, Ph.D
Project Role: Strategy Principal



Kirra Downing
Project Role: Communications Principal



Jason Antonio
Project Role: Design Principal

Alaka'i



Kaiani Kiaha
Project Role: Marketing & Communications Manager

Kako'o



Napali Souza
Project Role: Content Developer



Robin Clark
Project Role: Graphic Designer



Mālia Ka'aihue ^{PhD}

Principal - Strategy

Through her work at DTL as Principal overseeing Strategy, Mālia develops and executes strategic methods for community and corporate planning that are culturally appropriate, environmentally minded, and relevant for our clients. Mālia uses her dynamic expertise in Hawaiian history, politics, and language combined with her experience in government, community and business relations to provide critical thought around deploying cultural and community methods to solve modern day industry challenges.

Mālia is a graduate of the University of Hawai'i (UH) where she earned a Bachelor of Arts in both Hawaiian Studies and Hawaiian Language and a Master of Arts in Political Science. Mālia was an 'Ōiwi Doctoral Fellow and completed her Doctor of Philosophy in Political Science specializing in Indigenous Politics. Following her graduation, she spent eight years teaching at several UH campuses and served as the Director of Native Hawaiian Career and Technical Education at Leeward Community College. She was recruited by the Office of Hawaiian Affairs to assist in leading their newly established research division and was soon promoted to Chief Knowledge Officer. Mālia is also the founding editor of MANA Magazine and continues to serve on its advisory board. In April 2013, she was added to an elite list of female leaders as one of Pacific Business News' Women to Watch.

education

University of Hawai'i at Mānoa
 PhD Political Science, 2010
 MA Political Science, 2005
 BA Hawaiian Studies & Hawaiian Language, 2003

affiliations

Council for Native Hawaiian Advancement
 Board Member, 2019-2020

Ka Honua Momona
 Board member, 2016-Present

Omidyar Fellows
 2016-2017 Cohort V

Pacific Century Fellows
 2016 Cohort

Reach the Runway
 Founding Board member, 2016

Native Hawaiian Legal Corporation
 Board member, 2015-Present

Nā Kama Kai
 Founding Board member, 2008-Present

'Ōiwi Akamai Fellow
 2008

DTL Foundation
 Vice-President, Director
 2023-Present

awards

Hawaii Business Magazine Awards
 2019 20 for the Next 20

Pacific Business News
 2017 PBN Industry Leader
 2019 25 Women Owned Businesses
 2016 40 under 40
 2013 Women to Watch

selected projects

Amemiya For Mayor

Center for Hawaiian Music & Dance

City & County of Honolulu
 Kāpālama Canal Revitalization

International Market Place

Kamehameha Schools Hawai'i
 'Ōiwi Edge Summit

Kamehameha Schools
 Hawai'i Campus Strategic Planning

Kamehameha Schools
 Maui Campus Strategic Planning

Kamehameha Schools
 Kapālama Campus Leadership Workshop

Kamehameha Schools
 'Ohana Engagement

Kamehameha Schools
 Community Engagement & Outreach

Kamehameha Schools
 Mō'ili'i Gateway Center

Kupōpolo Heiau
 Restoration Master Plan

Līlia Waikīkī

Mākena Golf & Beach Club

NextEra Energy

Office of Hawaiian Affairs
 Kūkaniloko Master Plan

Office of Hawaiian Affairs
 Kaka'ako Makai

The Eddie Aikau Big Wave Invitational

Ward Villages



Jason Antonio

Principal - Design

A Hilo native, Jason is the VP of Branding for DTL. Jason has 20 years of experience producing graphics for industries in both the private and public sectors. His experience includes environmental graphics and signage, publishing reports, and designing marketing collateral (print, websites and videos). He is also experienced in two-dimensional and three-dimensional rendering of plans and image illustrations. Unique to his skill set is his expertise in informational and presentational graphics for Architecture, Engineering and Construction (AEC) documentation, as well as its planning and permitting process. Jason leverages his experience gained from different disciplines to find innovative solutions that meet the unique challenges of

education

University of Hawai'i at Mānoa
BFA Graphic Design, 2001

affiliations

Board Member, 2017-Present
RiseHI

Native Hawaiian Chamber of
Commerce
Member, 2014-Present

Historic Hawai'i Foundation
Member, 2012-Present

AIGA Honolulu Chapter
Member, 2010-Present

DTL Foundation
Vice-President, Director
2023-Present

selected projects

- | | |
|--|---|
| Amemiya for Mayor | Mauna Kea Beach Resort |
| Datahouse | Turtle Bay Resort |
| ‘Ekahi Health System | Native Hawaiian Education Council |
| First Foundation Bank | NextEra Energy |
| Hanalei Plantation Resort | Office of Hawaiian Affairs
Kaka’ako Makai |
| Hilo Municipal Golf Clubhouse | Pāhoa Park Expansion |
| Luana Townhomes at Honua Kai | RiseHI |
| International Market Place | Sheraton Waikiki
Redevelopment Plan |
| Kamehameha Schools
Annual Report 2017, 2018, 2019, 2020 | SALT @ Our Kaka’ako |
| Honolulu Rail Transit Project | University of Hawai'i at Hilo
College of Hawaiian Language |
| Kupōpolo Heiau Restoration
Master Plan | Young Brothers |
| Lilia Waikiki | |
| Leilani's On the Beach | |
| Maui Brewing Co.- Waikiki, Kihei, and
Kailua | |



Kirra Downing

Principal - Communications

Kirra Downing serves as the VP of Communications for DTL. She leads our strategic communications services with over 10 years of professional experience in navigating complex public relations strategies in Hawai'i. She has coordinated community engagement and planned events for various industries in Hawai'i that include commercial real estate, agriculture, conservation, and culinary. Kirra also has years of experience in managing the marketing initiatives and public relations for various clients.

While previously at Kamehameha Schools, Kirra first served as Public Relations Specialist in the Community Relations and Communications Department and was the liaison for their endowment. In promoting activities on the school's agricultural and conservation lands, Kirra launched the Mahi'ai Match-Up agricultural business plan contest and coordinated the event sponsorship of the Hawai'i Food and Wine Festival. Most recently, Kirra supported the marketing strategy and planning for Kamehameha Schools' 15-year Our Kaka'ako Master Plan. As the Marketing Specialist of the commercial real estate development team, Kirra was responsible for the public relations, branding, promotions, community outreach and event coordination of events such as Eat the Street and Honolulu Night Market. She also worked alongside the leasing team to support the tenants at SALT and attract new ones.

education

University of San Diego
BA Communications, 2005

affiliations

Montessori Community School
Board Member & Secretary
February 2021 - Present

Make Music Hawaii
Founding Member
2020 - Present

RiseHI
Board Member, 2017-Present

Re-use Hawai'i
Board Member & Secretary
2017-Present

Reach the Runway
Board Member, 2016 - Present

Kalihi Pālama Hawaiian Civic Club
Member, 2016-Present

Reach the Runway
Board Member, 2016 - Present

Hawai'i Food & Wine Festival
Board Member, 2010 - 2012

Save Our Surf
Member, 2006 - Present

DTL Foundation
President, Director
2023-Present

awards

Pacific Business News:
2023 Women Who Mean Business
2022 40 Under 40

selected projects

Amemiya for Mayor

NextEra Energy

City & County of Honolulu
Kapālama Canal Revitalization

Office of Hawaiian Affairs
Kaka'ako Makai

Hawai'i State Hospital

Lilia Waikiki

Kūkaniloko Master Plan

Park Kālia Waikiki

Kamehameha Schools Hawai'i
'Ōiwi Edge Summit

RiseHI

SALT @ Our Kaka'ako

Kamehameha Schools
Annual Report 2017, 2018, 2019, 2020

Turtle Bay Resort

Honolulu Rail Transit Project

Young Brothers

State of Hawai'i Dept. of Health:
Vax to School

Ward Villages



Kaiani Kī'aha

Marketing & Communications Manager

Kaiani has the ability to take complex information and simplify the content clearly and concisely. Whether developing messaging to address commercial entities or community, Kaiani's attention to detail and cooperative demeanor make her the perfect fit to design relevant and educational materials to raise awareness and build support for projects of both small and large scales. Kaiani is versed in managing multi-media campaigns with social media, website and communications support. Her thoughtful approach to design, content creation and marketing is reflective of her passion for Hawaiian language, culture and arts. Kaiani received her Associate of Arts (AA) in both Hawaiian Studies and Liberal Arts from the University of Hawai'i Maui College. She recently received her (BA) in Marketing from the University of Hawai'i's Shidler College of Business.

education

University of Hawai'i at Mānoa
Shidler College of Business
BBA Marketing, 2019

University of Hawai'i Maui College
AA Hawaiian Studies, 2017
AA Liberal Arts 2017

Kamehameha Schools Maui
HSD 2015

affiliations

Friends of Hawai'i'iloa & Hōkūle'a
October 2017 - Present

Baptist Collegiate Ministries O'ahu
August 2017 - May 2019

Phi Theta Kappa Honor Society
April 2017 - May 2019

DTL Foundation
Assistant Secretary, Assistant Treasurer
2023-Present

selected projects

- | | |
|--|---|
| 'Āina Archaeology Social Media | Hawai'i Community Foundation:
2020 Census |
| Actions of Aloha | Hawai'i State Art Museum |
| Amemiya for Mayor | Kamehameha Schools
Enterprise Marketing |
| Council for Native Hawaiian
Advancement: Pop-Up Mākeke,
(Hawaiian Way Fund) | Kamehameha Schools Hawai'i
'Ōiwi Edge Summit |
| Department of Community Services
Hawai'i Social Media | Make Music Hawai'i |
| DTL Social Media | Mo'o Studios |
| The Eddie Aikau Big Wave Invitational | Queen Ka'ahumanu Center |
| Friends of 'Iolani Palace | Waterman the Movie |
| Hawai'i Academy of Recording Arts:
Nā Hōkū Hanohano Awards and
Lifetime Achievement Awards | |



Nāpali Souza

Content Developer

Nāpali brings a versatile background in business, law, and design to DTL's research and content creation process. Having previously spent six years in the legal field, Nāpali worked as both a practicing trusts and estates attorney and a scholar. His research and writing focused primarily on Native Hawaiian economic law and policy and nation-rebuilding. In 2013, he co-founded a menswear brand called Salvage Public, where he oversees branding, design, and marketing communications.

education

University of Hawai'i at Mānoa
MBA Shidler College of Business, 2010
JD Richardson School of Law, 2009

Pepperdine University
BS Business Administration, 2004

affiliations

Purple Mai'a
Founding Board Member,
2013 - 2018

Salvage Public
Co-Founder, 2013-Present

Native Hawaiian Bar Association
Board member, 2012-Present

Noa Webster Aluli Foundation
Executive Director,
2010-Present

selected projects

Alexander & Baldwin
Kailua Community Engagement

City & County of Honolulu
Kapālama Canal Revitalization

Office of Hawaiian Affairs
Kaka'ako Makai

Kamehameha Schools
Annual Report 2017, 2018, 2019, 2020

Kamehameha Schools
Mō'ili'ili Gateway

Kamehameha Schools
Waiawa Visioning

Kamehameha Schools
Mō'ili'ili Master Plan

Honolulu Rail Transit Project

Kupōpolo Heiau Restoration
Master Plan

Līlia Waikīkī

Mauna Kea Beach Resort

NextEra Energy

Office of Hawaiian Affairs
Kūkaniloko Master Plan

Pearlridge Center
Cultural Integration

Young Brothers



education

University of Hawai'i at Mānoa
BFA Graphic Design, 1994

Robin Clark

Graphic Designer

Robin brings over 26 years of experience in graphic design, illustration, rendering, printing, and photographic process to DTL. Robin applies graphic design to various planning and landscape architecture, presentation graphics, reports, and marketing materials. She utilizes her skills in architectural illustration, rendering, and graphic design to prepare base maps, reports, and displays for presentation. Robin has experience in bringing two-dimensional master plans and site analysis to three-dimensional life, offering graphic solutions to clients with needs in proficiency and style.

selected projects

Actions of Aloha	Pihana Nā Mamo - Ka Wana Series
First Foundation Bank	Pihana Nā Mamo - No Nā Mamo
Hawai'i State Hospital	Mālama Kīpuka Hawai'i Fitness Fridays & Picnic + Art in the Park Series
Kamehameha Schools: Wai'anae Coast Family Engagement	Maui Brewing Co.: Waikiki Restaurant
Kamehameha Schools: Hālau ʻĪnana	Nā Kama Kai: Ocean Safety & Stewardship
Kamehameha Schools Hawai'i 'Ōiwi Edge Summit	Nā Kama Kai Pa'akai Gala
Honolulu Rail Transit Project	Office of Hawaiian Affairs Kūkaniloko Master Plan
City & County of Honolulu Kapālama Canal Revitalization	RiseHI
State of Hawai'i Dept. of Health: Vax to School	Young Brothers
Pihana Nā Mamo - The Pihana Nā Mamo Coloring Book	

Certificate of Insurance
& Certificate of Vendor
Compliance



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
05/22/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).


PRODUCER Atlas Insurance Agency, Inc. 201 Merchant Street Suite 1100 Honolulu HI 96813	CONTACT NAME: Karen Hong PHONE (A/C, No, Ext): (808) 533-3222 E-MAIL ADDRESS:	FAX (A/C, No): (808) 533-8777
	INSURER(S) AFFORDING COVERAGE	
INSURED DTL, LLC 725 Kapiolani Blvd., Suite C402 Honolulu HI 96813	INSURER A: RLI Insurance NAIC # 13056.	
	INSURER B: *Hiscox Insurance Company Inc 10200	
	INSURER C: *Broker: NMF Insurance Inc.	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** 22-23/23-24 CCG23 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR VVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			PMB0001651	10/12/2022	10/12/2023	EACH OCCURRENCE	\$ 2,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 1,000,000
							MED EXP (Any one person)	\$ 10,000
							PERSONAL & ADV INJURY	\$ 2,000,000
							GENERAL AGGREGATE	\$ 4,000,000
							PRODUCTS - COMP/OP AGG	\$ 4,000,000
								\$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY			PMA0001043	10/12/2022	10/12/2023	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			PME0001074	10/12/2022	10/12/2023	EACH OCCURRENCE	\$ 2,000,000
							AGGREGATE	\$ 2,000,000
								\$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y / N If yes, describe under DESCRIPTION OF OPERATIONS below		N / A	PMW0001162	01/01/2023	10/12/2023	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER	
							E.L. EACH ACCIDENT	\$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	\$ 1,000,000
B	Professional Liability			*P100.072.073.3	01/29/2023	01/29/2024	Each Claim	\$2,000,000
							Aggregate	\$2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Proof of insurance certificate provided for coverages indicated.

CERTIFICATE HOLDER DTL, LLC 725 Kapiolani Blvd. Suite C402 Honolulu HI 96813	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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STATE OF HAWAII
STATE PROCUREMENT OFFICE

CERTIFICATE OF VENDOR COMPLIANCE

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs (DCCA).

Vendor Name: DTL LIMITED LIABILITY COMPANY

DBA/Trade Name: DTL, LLC

Issue Date: 06/28/2023

Status: **Compliant**

Hawaii Tax#: w47571255-01
New Hawaii Tax#: GE-1475899392-01
FEIN/SSN#: XX-XXX7925
UI#: XXXXXX7058
DCCA FILE#: 98955

Status of Compliance for this Vendor on issue date:

Form	Department(s)	Status
A-6	Hawaii Department of Taxation	Compliant
8821	Internal Revenue Service	Compliant
COGS	Hawaii Department of Commerce & Consumer Affairs	Compliant
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant

Status Legend:

Status	Description
Exempt	The entity is exempt from this requirement
Compliant	The entity is compliant with this requirement or the entity is in agreement with agency and actively working towards compliance
Pending	A status determination has not yet been made
Submitted	The entity has applied for the certificate but it is awaiting approval
Not Compliant	The entity is not in compliance with the requirement and should contact the issuing agency for more information

Relevant Experience & Client References

Client List

Established in 2012, DTL has had the privilege of serving clients from a broad array of industries.

- Alexander & Baldwin
- Amemiya For Mayor
- Chartwells
- City & County of Honolulu
- Daniel K. Inouye Institute
- DataHouse
- Ekahi Health System
- Elite Parking
- First Foundation Bank
- Hawai'i Authority for Rapid Transit
- Hawai'i Chamber of Commerce
- Hawai'i Community Foundation
- Hawai'i State Art Museum
- Hawai'i State Hospital
- Hawai'i State Energy Office
- Hawai'i Tourism Authority
- Howard Hughes Corporation
- 'ike
- INPEACE
- Kamehameha Schools
- Ledcor
- Lendlease
- Makai Ocean Engineering
- Maui Brewing Co.
- Mauna Kea Resort
- Michaels Development
- Nā Kama Kai
- Napali Brewing Co.
- Native Hawaiian Education Council
- NextEra Energy
- O'ahu Metropolitan Planning Organization
- Office of Hawaiian Affairs
- Pacific Beach Hotel
- Prince Hotels Hawaii
- Royal Hawaiian Center
- Seven Signatures
- State of Hawai'i Department of Agriculture
- State of Hawai'i Department of Health
- State of Hawai'i Department of Land & Natural Resources
- Street Grindz
- The Eddie Aikau Foundation
- Taubman
- TS Restaurants
- Turtle Bay Resort
- Young Brothers

Hawai'i State Energy Office



ENERGIZE KĀROU
HAWAII SITING PERSPECTIVES REPORT | JUNE 2022

COMMUNITY WORKSHOPS
Want to learn more about clean energy? If you're interested in participating in the transformation that is underway, the Hawai'i State Energy Office is seeking community input to guide policy makers and project developers in their decision making process.

Engagement Preferences:
79% EMAIL
49% SOCIAL MEDIA
34% IN-PERSON
20% VIRTUAL

Phase 1 Community Workshops:
O'AHU: 15
MAUI: 4
HAWAII: 46

ENERGIZE KĀROU
Honoring & sustaining the energy of 'āina has always been in our nature.

COMMUNITY WORKSHOPS
Please join us for an evening of learning and sharing.

- Ewa, May 17th - Makakilo Community Park
- Kahuku, May 18th - Hau'ūka Community Center
- Pāhoehoe, May 24th - Pāhoehoe Community Center
- Wa'anana, May 26th - KS Community Learning Center, Ma'ili

6 - 8pm
Bentos will be provided
To RSVP, visit [hseo.hawaii.gov/energize](#)

environment
no loss of 'ohana
clean air
sustainability
lifestyle
integrity
Aina
future generations
transparency
culture

relationships
lack of trust & transparency with utility
Benefits and impacts are not ahupuaa based

community planning
interconnection costs are high and timelines are long

services
Project Planning & Management
Cultural Research/Interpretation/Concepting
Entitlements & Approvals
Environmental Design
Project Branding & Graphic Design
Signage & Wayfinding
Communications & Advertising
Community Outreach
Cultural Programming
Publishing
Education
Event Planning & Management

location
Honolulu, Hawai'i

client
Hawai'i State Energy Office

status
In Process

The Hawai'i State Energy Office (HSEO) contracted DTL to produce a cultural genealogy, plan, develop, and implement a community outreach and stakeholder engagement program to support their statewide efforts to achieve 100% clean energy by the year 2045.

The community engagement process was carried out in communities on O'ahu, Maui and Hawai'i County. It was divided into four (4) phases, first with one-on-one conversations with 13 community leaders, second with the energy sector in six (6) small focus group discussions (in-person and virtual), and third with seven (7) community workshops. The 4th phase comprises of report and documentation in a Playbook that outlines best practices and the Hawai'i Siting Report, which captures feedback from the three groups. In this phase, DTL also created and deployed an online survey, which captured 187 responses.

- Project Planning & Management
 - Cultural Research/Interpretation/Concepting
 - Entitlements & Approvals
 - Environmental Design
 - Project Branding & Graphic Design
 - Signage & Wayfinding
 - Communications & Advertising
 - Community Outreach
 - Cultural Programming
 - Publishing
 - Education
 - Event Planning & Management
- location: Honolulu, Hawai'i
client: Hawai'i State Energy Office
status: In Process

Queen's Health Systems

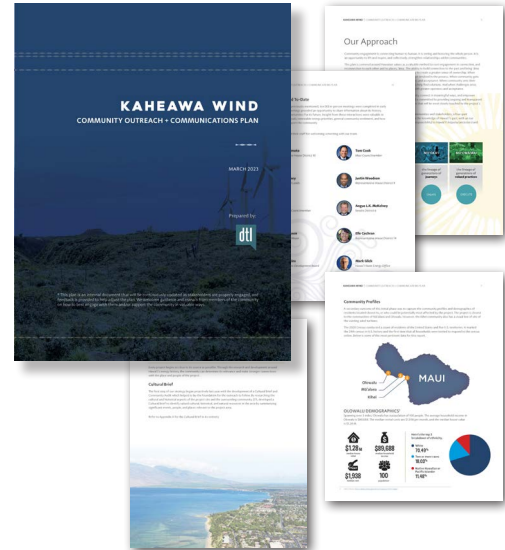


The Queen's Health Systems is exploring a 1.5 billion dollar expansion that will transform its West O'ahu and Punchbowl campuses to meet the growing needs of the community and keep pace with the increasing demand for innovative health care services.

To connect community and culture in meaningful ways, DTL developed a cultural narrative for each campus and is leading the strategy, development and implementation of robust communications and community outreach plans. The goal of this work is to make sure all stakeholders are apprised of the project, aware of potential construction impacts, help pinpoint sensitivities, mitigate issues, collect and respond to questions, and identify opportunities for collaboration and support. Through one-on-one thought leader interviews, DTL serves as the project's community liaison and will continue to support the success of this project through its Plan Review Use application and construction.

- | | |
|----------|---|
| services | <ul style="list-style-type: none"> ○ Project Planning & Management ● Cultural Research/Interpretation/Concepting ○ Entitlements & Approvals ○ Environmental Design ○ Project Branding & Graphic Design ○ Signage & Wayfinding ● Communications & Advertising ● Community Outreach ○ Cultural Programming ○ Publishing ○ Education ○ Event Planning & Management |
| location | O'ahu, Hawai'i |
| client | Queen's Health Systems |
| status | In progress since February 2021 |

Kaheawa Wind 1, LLC.



DTL was contracted to support Brookfield Energy to develop, secure, and execute the community relations and communication aspects of Maui Electric bid proposal. DTL will develop a Cultural Brief to help guide and inspire the Community Audit (identify and prioritize major stakeholders through a series of conducting five (5) Knowledge Leader Interviews and Outreach Plan (DTL will finalize a robust community engagement to provide information during all phases of the project.

DTL will help craft specific messaging for community outreach efforts and a Public Relations Plan, website development to share information about the project, its benefits and outreach process.

services

- Project Planning & Management
- Cultural Research/Interpretation/Concepting
- Entitlements & Approvals
- Environmental Design
- Project Branding & Graphic Design
- Signage & Wayfinding
- Communications & Advertising
- Community Outreach
- Cultural Programming
- Publishing
- Education
- Event Planning & Management

location

Maui, Hawai'i

client

Brookfield Energy

status

In Process

Kūhiō Park Low-Rise & Homes Redevelopment



DTL was contracted by the Michael's Development Company and its Kūhiō Park Low Rise and Homes Redevelopment project to review cultural research and identify Cultural Themes to help guide the future outreach, communications, design, programming, development, and decision making into the future.

DTL will conduct one-on-one interviews with three key individuals, host three small group conversations with the cultural navigators, task force participants, and internal team members, execute a public workshop to share the project's cultural background, cultural themes and gather feedback, and coordinate and present at the Kalihi-Palama neighborhood board meeting.

DTL will develop branding materials for the project, and also develop and execute earned media strategies to garner media attention and awareness to develop key messages to promote the community workshop and the project's approval.

services

- Project Planning & Management
- Cultural Research/Interpretation/Concepting
- Entitlements & Approvals
- Environmental Design
- Project Branding & Graphic Design
- Signage & Wayfinding
- Communications & Advertising
- Community Outreach
- Cultural Programming
- Publishing
- Education
- Event Planning & Management

location

Honolulu, Hawai'i

client

Michael's Development Company

status

In Process

YMCA Nu'uaniu



DTL was contracted by the YMCA to assist in providing community outreach and communications support for the expansion of the YMCA Nu'uaniu campus to conduct community visioning charrettes at the beginning, middle, and the end of the design phase to introduce the project, collect feedback, share updates, and present final design plans.

DTL will research and develop the cultural and historical genealogy to understand the yesterday and today of the site, the campus, the organization, and the unique people and events that have helped shape YMCA's tomorrow. DTL will organize one-on-one interviews with trusted members of the community to serve as potential project ambassadors to mitigate against potential concerns and communicate project benefits.

DTL will produce communication tools and tactics to support the successful roll out of the larger YMCA Nu'uaniu community. The outreach efforts and feedback provided will be documented in a community engagement report

services	<ul style="list-style-type: none"> ● Project Planning & Management ● Cultural Research/Interpretation/Concepting ○ Entitlements & Approvals ○ Environmental Design ○ Project Branding & Graphic Design ○ Signage & Wayfinding ● Communications & Advertising ● Community Outreach ● Cultural Programming ○ Publishing ○ Education ○ Event Planning & Management
location	Honolulu, Hawai'i
client	YMCA Nu'uaniu
status	In Process



725 Kapiolani Boulevard., 4th Floor
Honolulu, Hawai'i 96813

www.dtlstudio.com