

## Mana'olana Pink Paddlers Summary

**Mission:** To cultivate hope, health, fitness, support, and enjoyment for cancer patients and survivors.

**Category:** Health & Wellness

**Contact:** Mary Dungans, President

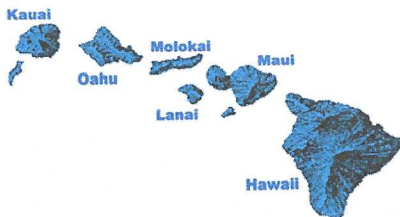
**Address:** P.O. Box 588, Kihei, HI 96753

**Grant History:** N/A

<b>2022 Request:</b>	<b>\$20,000 for general operating support</b>
----------------------	-----------------------------------------------

**Notes:**

- Formed in 2010 to support cancer patients and survivors.
- Originally formed as a paddling club to provide support and fitness.
- Waves of Hope provides scholarships to low-income patients to assist with medical and other treatment expenses. Payment made directly to care provider.
  - Initial scholarship is up to \$500/person.
  - 19 applicants have received \$7,330.
  - Would like to increase to two rounds of \$500 each.
- Current computer tracking system is outdated and cumbersome. New system needed for tracking members and payments.
- \$70,000 in cash on hand; \$75,000 in canoes.
- Revenue is less than \$50,000.
- Serves low-income cancer patients and survivors on Maui, Lanai, and Molokai.
- Trying to expand reach to more eligible cancer patients in these locations. Increasing marketing and networking.





January 18, 2022

Aloha Laurence H. Dorcy Hawaiian Foundation Trustees,

I am writing on behalf of Mana'olana Pink Paddlers, a Hawaii nonprofit organization supporting cancer survivors and patients in their recovery through Hawaiian outrigger canoeing. We seek \$20,000 to support our organization and the Waves of Hope Cancer Assistance Program to help cancer patients with medical and health treatments for individuals in need.

About our Mission and Request. The mission of Mana'olana is to cultivate hope, health, fitness, support, and enjoyment for cancer patients and survivors. In 2006 five breast cancer survivors, concerned about the lack of services for breast cancer patients on Maui, founded Mana'olana. Their goal was to regain health through paddling and to raise cancer awareness and funding for local breast cancer screening and treatment programs. We obtained nonprofit status in 2010 when we expanded to include all cancers and genders. Located in North Kihei at Sugar Beach, we act as stewards where our canoes reside, caring for our *aina*, fostering Hawaiian principles of aloha through our daily practices, chants, and care. Building our paddling program, outreach efforts, and community networking are paramount to our mission. We are a thriving organization with a strong Board and a very active membership assisting hundreds of cancer patients each year. We are so much more than a paddling club – and we are 100% volunteer.

In December 2019, to help reduce financial stress for Maui's cancer patients in need, we founded Waves of Hope Cancer Assistance Program. Waves of Hope was made possible through a generous donation of \$10,000 by 100 Women Who Care - Maui, a philanthropic organization that supports Maui nonprofits and service projects. With our attorney and CPA, we drafted policies to launch Waves of Hope countywide. The Waves of Hope five-member volunteer committee, with assistance from a Board member, have over 120 years' experience working in project management, business, nonprofit organizing, health services, and media communications. Waves of Hope provides scholarships for cancer patients to help with expensive medical bills and health treatments, for such things as chemotherapy and radiation, and naturopathic medicine, acupuncture and massage, not often covered by health insurance. Payments of up to \$500 per person are made to third-party local health and service providers.

Our request is to support Mana'olana's important efforts and to expand the Waves of Hope Program to help cancer patients and survivors in Hawaii during very challenging times.

Need Being Addressed. Cancer patients often report depression, anxiety, fatigue, and sleep difficulties. They undergo rigorous and dehumanizing treatments and are often expected to carry on as normal. Patients can feel degraded and humiliated through the process of treatments, are poked and probed, and turned inside out. During and after treatments, most feel fearful and worried about cancer recurrence or even death. In addition, prohibitive medical expenses play an enormous factor in a patient's wellbeing. According to the Centers for Disease Control, about 1,000 cancer patients are diagnosed in Maui county each year with 3,500 affected every year. Economically based on tourism, COVID slammed Hawaii. Thousands on Maui lost their jobs and health insurance, or became underemployed and underinsured. This continues despite an increase in tourism the past six months. In addition, according to health statistics, low-income patients tend to have more progressed cancers due to inadequate or absent medical care, which we are finding through our

programs as well. Maui families can't afford cancer. Waves of Hope was born from this desire to assist low-income families facing cancer, to offer humanity and dignity – with a little financial support – during an extremely grueling time.

We created a simple online application form for patients to fill out easily, never meant to track copious amounts of data. As we expand, we are in desperate need of a system upgrade. Applicants can have multiple bills, and the Treasurer must track each invoice in a different system. While we track everything properly, the system is inefficient and cumbersome. Generating statistical reports of our progress is also difficult. While this system helped us launch, as we grow, it no longer functions well for us. A new, upgraded system will be more efficient and interactive, enable us to generate reports more readily, and take less processing time. As a volunteer organization, simplifying the process enables us to dedicate more time to cancer patients themselves. We seek your help to get our system where it needs to be.

Due to COVID, with health care offices closed, we were unable to fully market Waves of Hope. Struggling cancer patients in our community, especially on Molokai and Lanai, are unaware of our Program. Thus far, only one applicant has been outside Maui (on Lanai). We want to increase marketing and build our referral list. Applicants must be adult residents of Maui County, diagnosed with cancer, and low-income. Referrals come from local health and nonprofit agencies, including Maui Cancer Resources, Pacific Cancer Foundation, and Maui Medical Group, and from Pinks themselves. We currently limit awards to one per person for up to \$500. However, one-fourth of prior awardees have requested additional funding after the first round; we expect half need it at any given time. We want to offer second-round funding to those in need. Awardees need a continuity of care in their medical and health treatments, and follow-up financial support will positively impact their lives.

How Mana'olana is Meeting this Need. COVID closed our island, necessitating our programs to cease, and many social services were curtailed or shut down. But this didn't stop the Pinks. Mana'olana is the central social and community support for at least half of our members, and the Board feared what the isolation would mean. We began holding weekly Zoom sessions so members could connect and "see" one another. Farmers and gardeners offered fresh produce to members, weekly distributed by our Board. A face mask distribution began, where half a dozen Pinks made and distributed hundreds of masks to Pinks and the homeless community. Several Pinks worked at a shelter and food pantry, making and serving food. Others organized a card writing campaign, sending out hundreds of greeting cards to *kupuna* in residential facilities on Maui and the mainland, letting them know they weren't alone.

COVID hit our island just as Waves of Hope was launching, and we relied on local health and service organizations to introduce our program. For the first year, one-time awards were for \$300. With COVID and health offices closed, we decided to offer grocery gift cards to applicants. It was a temporary solution during catastrophic times. After eight months, we stopped offering the cards, choosing to focus on our mission of helping low-income cancer patients with medical treatments. We received a significant donation through the U'ilani Fund that enabled us to increase funding to \$500 per awardee and to include complementary and supportive care. Nineteen applicants have been awarded thus far, totaling \$7,330.

We pay scholarships directly to providers, rather than patients themselves. Of those funded for medical treatments and health care, 42% were for medical insurance co-payments to help cover the costs of chemotherapy and radiation. Providers included Maui Cancer Clinic and Hawaii Pacific Health. Of the awards given to health service practitioners thus far, one-third have been for Complementary Care (acupuncture and massage). Health practitioners included Wailuku Community Acupuncture and Sheng Herbs. Alternative

cancer treatment scholarships have gone to Pacific Integrative Medicine and Dr. Joel Friedman, a reputable naturopathic doctor located in upcountry Maui. We are very pleased to support local health agencies and practitioners, especially at a time when facilities are hurting economically.

Cancer patients need an enormous amount of support – physically, emotionally, and financially. 100% of Waves awardees have benefited from their scholarships. We reduce their stress, show that the community cares, and extend love and support during a challenging time. One wrote, “Oh my goodness, thank you so much! This is an incredible weight off my shoulders and I can't express how much this means to me. I am so grateful.” Another wrote, “On behalf of my wife and I, we would like to thank you for your sincere help with the Waves of Hope Scholarship. This will definitely help a lot as we fight cancer.” We’ve also heard from health clinics who appreciate this program to help their low-income patients. One applicant was unable to afford cancer medication not covered by her health insurance, and a case manager worked hard to get her funding for six months. Waves gave this patient another month of expensive medicine she wouldn’t otherwise have been able to afford. When we started this program, we began making a direct, qualitative difference in cancer patients’ lives.

*Through outreach and media, our goal is to have every low-income cancer patient in Maui County know of Waves of Hope. To do this, we will engage in three major activities. First, we will launch a Marketing Campaign targeting health and medical providers and clinics. COVID curtailed our marketing, but with medical offices and providers open again, we can reach out to hundreds of cancer patients. Last year we created informational postcards for health offices. We will print and distribute more of these. In early 2022 we will build our contacts database to include service providers, such as physical and massage therapists, who work with cancer patients. We will network on Molokai and Lanai to include every clinic, health office, and service provider. We want to balance the awards coming from Maui to significantly more from the less-well served Molokai and Lanai. Fewer cancer support services are offered on Molokai and Lanai, yet more is needed. Networking will require dozens of hours of research, emails, and phone calls, and data entry and detailed organization will be essential. In addition, high turnover exists among social workers and administrative staff, requiring continual follow-up with medical offices, reintroducing our program to new staff. In April 2022 we will submit a Press Release to over a dozen local media outlets (radio and print) and post on social media about Waves of Hope.*

Second, we will upgrade our application software and data collection system. In February 2022, we will begin to research and obtain quotes for more advanced database software. We will hire a computer technician to create an interactive system that meets our needs. In March 2022, we will work out the bugs, making necessary adjustments with the help of the Waves Committee and Board. Our goal will be to have full operations of the new system by end of April 2022. Applications will pour in with our outreach efforts, and we need to be ready for it.

Third, once the new, upgraded system is in place, we will contact prior awardees to offer a second round of funding for up to \$500 each. With marketing and increased outreach, we expect at least 30 new applicants, and 10 previous awardees still undergoing cancer treatments, to apply for aid by year’s end.

Demographics, Geographic Region, and Individuals Served. Located at Sugar Beach in North Kihei, over 130 Mana’olana members range in age between 25 to 85 years and represent most geographic areas of Maui. Over half are cancer survivors and a third are low-income. Mana’olana serves hundreds of cancer survivors

and patients annually through our myriad programs, including our paddling program, ashes to sea ceremonies, quarterly cultural events, membership support services, and Waves of Hope.

Waves of Hope is a countywide program, although our focus since inception, due to COVID, has been the island of Maui. We would like to change that. Molokai is 87% Hawaiian, Pacific Islander and Asian, and the median income is much lower than state and national averages. Income inequality for people of color has grown drastically. Fewer services are offered, yet more is needed. Waves of Hope could significantly change the agonizing cancer experience for dozens more individuals in need on Molokai and Lanai.


We have awarded \$7,330 to 19 cancer patients, ranging in age from 32 to 79 years; 58% female, 42% male. Half are compromised with progressed cancers (stage 3 or 4). Types of cancer include breast cancer, lymphoma, throat, lung, colon, and prostate cancers. Awardees represent most areas of Maui, including Wailuku, Kihei, Kahului, Haiku, Makawao, Lahaina, and Lanai. All are low-income in need of support.

You Can Make A Difference. A Laurence H. Dorcy Hawaiian Foundation Grant will immediately help us reach a greater level of giving to all of Maui County. With more funding available for scholarships, and a Mana'olana member now living on Molokai, we would immediately begin outreach and networking efforts to promote Waves of Hope countywide. We can upgrade our operating system to bring it up to speed with our expected growing needs. Most importantly, we can give 40 more scholarships to high-need Hawaii residents going through grueling cancer treatments, providing thousands of dollars to local medical and health treatment facilities. The effects of this giving would be transformative and inspiring to Hawaii residents and businesses.

Attached is our IRS tax-exempt letter and 990 receipt, along with a 2021 Financial Statement and Balance Sheet. Our funding comes from diverse sources, including Individual donations, Foundation grants, Program monies (visitor paddling program, membership fees, and Ashes to Sea ceremonies), and sales from t-shirts and other merchandise. Foundation grants for 2021 totaled \$12,100 from REAP Foundation, Seattle Foundation, Penelope Gerbode Charitable Fund, and Bayer Fund. Atherton Family Foundation awarded us a 2022 grant for \$5,000. Our contact information is below.

It would be a great honor if the Laurence H. Dorcy Hawaiian Foundation supported our efforts. Mahalo for your consideration.

Sincerely,



Mary Dungans, President  
Mana'olana Pink Paddlers  
PO Box 588 Kihei, HI 96753  
(808) 876-1553 home; (760) 831-6910 cell  
admin@mauipinks.org • www.mauipinks.org

*Challenging Cancer, Creating Community, Promoting Hope*

# Mana'olana Pink Paddlers

## Balance Sheet

As of December 31, 2021

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	51,797.85
Bank of Hawaii	18,361.83
BoH Waves Scholarship	<b>\$70,159.68</b>
<b>Total Bank Accounts</b>	<b>\$70,159.68</b>
<b>Total Current Assets</b>	<b>\$70,159.68</b>
Fixed Assets	8,000.00
2010 OC-6 Bradley Canoe - Mana'olana	13,843.79
2013 OC-6 Bradley Canoe - 'Ilio Kikoko	16,875.00
2017 OC-6 Bradley Canoe - Kaiho'olo	17,135.00
2017 OC-6 Bradley Canoe - Maui Ola	17,135.00
2017 OC-6 Bradley Canoe - Na'Ale O Mana'olana	18,478.46
2020 OC-6 Bradley Canoe - Noho Pu Ikaika	17,239.23
2020 OC-6 Bradley Canoe - Ohana o Mana'olana	-34,004.80
Accumulated Depreciation	<b>\$74,701.68</b>
<b>Total Fixed Assets</b>	<b>\$144,861.36</b>
<b>TOTAL ASSETS</b>	<b>\$144,861.36</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
<b>Total Liabilities</b>	
Equity	132,114.25
Unrestricted Net Assets	12,747.11
Net Revenue	<b>\$144,861.36</b>
<b>Total Equity</b>	<b>\$144,861.36</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$144,861.36</b>

# Mana'olana Pink Paddlers

## Financial Statement January - December 2021

	TOTAL
Revenue	
Donations	
Corporate Donations	412.97
Amazon Smile Donations	
<b>Total Corporate Donations</b>	<b>412.97</b>
Individual Donations	15,415.52
<b>Total Donations</b>	<b>15,828.49</b>
Grants	
Foundations and Trusts	12,100.00
<b>Total Grants</b>	<b>12,100.00</b>
Lease Payment MCC	70.00
Membership Dues	
Dues Paid - MCC	9,639.00
Dues Paid - MPP	7,874.00
<b>Total Membership Dues</b>	<b>17,513.00</b>
Program Income	
Ashes-to-Sea Ceremony	4,700.00
Visitor Paddling Income	280.00
<b>Total Program Income</b>	<b>4,980.00</b>
Sales/Donations	
Clothing Sales	140.00
Jewelry Sales	45.00
Merchandise/Other	747.50
<b>Total Sales/Donations</b>	<b>932.50</b>
<b>Total Revenue</b>	<b>\$51,423.99</b>
GROSS PROFIT	<b>\$51,423.99</b>
Expenditures	
Canoe Expenses	
Repairs & Maintenance	9,107.30
<b>Total Canoe Expenses</b>	<b>9,107.30</b>
Charitable Contrib (tax-exempt)	100.00
Operating Expenses	
Advertising & Marketing	76.80
Business Fees	177.48
Bank & CC Fees	525.04
Business Filing Fees	3.50
<b>Total Business Fees</b>	<b>706.02</b>
Computer & Internet Expense	1,712.30

	TOTAL
Contract Services	4,207.68
Accounting & CPA Fees	950.00
Consulting Fees	5,157.68
<b>Total Contract Services</b>	
Fundraising Expense	315.59
Merchandise Supplies	315.59
<b>Total Fundraising Expense</b>	832.00
Insurance Expense	8,739.00
MCC Dues paid to MCC	
Meetings (Meals/Ent)	167.02
Board Meetings	770.98
Committee Meetings	55.77
Membership Meetings	993.77
<b>Total Meetings (Meals/Ent)</b>	1,241.48
Office Expenses & Supplies	148.00
Postage & Shipping Expense	2,114.74
Storage Expense	71.03
Supplies	22,108.41
<b>Total Operating Expenses</b>	
Program Expenses	187.14
Ashes to Sea	
Member Services	220.36
Event Supplies	700.13
Food	-344.00
Special Events	576.49
<b>Total Member Services</b>	
Paddling Program	2,002.42
Beach Maintenance	1,164.87
Beach Supplies	200.00
Lanai Voyage Expense	500.25
Phone	3,867.54
<b>Total Paddling Program</b>	4,631.17
<b>Total Program Expenses</b>	
Scholarship Program	2,687.00
Scholarships Awarded	2,687.00
<b>Total Scholarship Program</b>	43.00
Tax Expenses	\$38,676.88
<b>Total Expenditures</b>	\$12,747.11
NET OPERATING REVENUE	\$12,747.11
NET REVENUE	



# Form 990-N (e-Postcard)

---

Organizations who have filed a 990-N (e-Postcard) annual electronic notice. Most small organizations that receive less than \$50,000 fall into this category.

## Tax Year 2020 Form 990-N (e-Postcard)

**Tax Period:**

2020 (01/01/2020 - 12/31/2020)

**EIN:**

27-3021938

**Legal Name (Doing Business as):**

Mana Olana Pink Paddlers

**Mailing Address:**

PO Box 588  
Kihei, HI 96753  
United States

**Principal Officer's Name and Address:**

MARY DUNGANS

PO Box 588  
Kihei, HI 96753  
United States

**Gross receipts not greater than:**

\$50,000

**Organization has terminated:**

No

**Website URL:**

[www.mauipinks.org](http://www.mauipinks.org)