

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

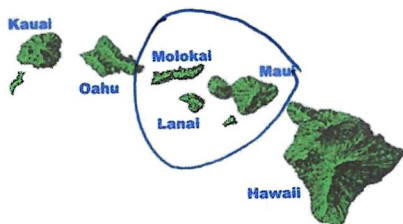
Address: P.O. Box 588, Kihei, HI 96753

Grant History: 2022: \$20,000
TOTAL GRANTS TO DATE: \$20,000

2025 Request:	\$20,000 for general operating support
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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.
 - 2022: Current computer tracking system is outdated and cumbersome. New system needed for tracking members and payments.
 - Serves low-income cancer patients and survivors on Maui, Lanai, and Molokai.
 - Expanding to reach more eligible cancer patients in these locations. Increasing marketing and networking.
- 2025:** 86 patients have now received \$35,000 in Waves of Hope Scholarships.
- Three paddles each week with 48 paddlers each time.
 - 7 Bradley outrigger canoes each requiring 3-year refurbishment. Staggered to maintain safety and costs. \$15,000 each year for 2 canoes.
 - Annual revenue \$60,000. Expenses approximate \$50,000.





January 20, 2025

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 and other programs. We received one of your generous grants three years ago. We seek **\$20,000** to support Maui county's low-income cancer patients in their health and recovery.

About our Mission and Request

The mission of Mana'olana Pink Paddlers (fondly known as The Pinks) is to cultivate hope, health, support, and fun for cancer patients and survivors through Hawaiian outrigger canoe paddling and other programs. Founded in 2006 to support breast cancer patients in their recovery from cancer, the organization has expanded to include all cancers and genders. Programs continue to evolve as our membership grows, including strong paddling and member support services, maintaining well cared for canoes and equipment, a Waves of Hope Cancer Assistance Program, sponsoring Hawaiian cultural workshops for our members, and the ongoing care of the 'āina at Sugar Beach in North Kihei, where our canoes reside. Community outreach and embracing Hawaiian cultural practices continue to be paramount.

A few of our programs are worth highlighting:

- **Waves of Hope Cancer Assistance Program.** We award scholarships to cancer patients of up to \$500 for complementary care treatments, such as acupuncture, massage, and naturopathic care, not often covered by health insurance, yet have profound effects on the healing process. We want to provide additional scholarships and launch a marketing campaign to identify families most in need.
- **Hawaiian Cultural Workshops.** Workshops offer an interactive way for members to engage in Hawaiian cultural practices related to paddling, protecting and preserving nature and the environment, and promoting health and healing. We want to sponsor a series of 8 workshops throughout the year.
- **Mana'olana Paddling Program.** Our primary goal is to help cancer patients and survivors in their health and wellness. Canoes must be well-maintained to support our paddling program, which consists of paddles up to three times per week with up to 48 paddlers at each session. Costs for canoe maintenance and repairs have skyrocketed, and several canoes need repairs.

We are a thriving organization with a strong Board and an active membership assisting hundreds of cancer patients annually. We are much more than a paddling club and are 100% volunteer and sustainable. Our request is to support Mana'olana's worthy efforts with cancer patients and survivors by helping them recover, heal, and thrive.

Needs 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 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. Thousands continue to be displaced and out of work after the catastrophic Lahaina fires. *The pandemic and fires have left Maui families and the economy in poor shape.* 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 operates from a desire to assist low-income families. We offer humanity and dignity – with a little financial support – during an extremely grueling time. Scholarships support low-income cancer patients to receive complementary health treatments, such as naturopathic medicine, acupuncture, and massage, not often covered by health insurance, but are profoundly effective in one's healing. *Since inception, we have offered over \$35,000 in scholarships to 86 cancer patients.* Payments of up to \$500 per person are made to local health and service providers. Marketing the program has been a challenge. Referrals come from local health and nonprofit agencies, including Maui Cancer Resources, Pacific Cancer Foundation, Maui Medical Group, and from Pinks themselves. Yet office turnover is high on Maui, making it difficult for cancer patients to learn of our services. We continually have to reach out to agencies, doctors, and service providers. With over 150 clinics and providers in our database, *it's time to remarket the program through an aggressive marketing campaign to reach the most in need.*

Hawaiian Cultural workshops offer an interactive way for survivors to come together to learn, heal, and grow. We have sponsored four successful workshops in the past two years. Held at our beach, workshops are often disrupted by windy conditions and capped at twelve because of limited space. With additional funding, we can offer a series of workshops at a more accommodating space for a reasonable rental fee, such as the Whale Sanctuary in Kihei, close to our beach, allowing more members to participate. We can also offer an honorarium to presenters, supporting respected Hawaiian Kumu in their efforts. Our honorariums have been modest, and we would like to increase the amount to be more advantageous.

Maintaining a fleet of canoes is essential and costly. We have a fleet of seven pink canoes, each requiring refurbishing every three years. To manage this, we stagger the repairs: refurbishing two canoes in the first year, two in the second year, and three in the third year. In 2024, we began this process again. In 2025 we will refurbish two Bradley canoes, *Mauli Ola* (breath of life, power of healing) and *Kaiho'ola* (healing sea). Both were purchased in 2017 from Bradley Canoes on Oahu. Sonny Bradley is a Hawaiian outrigger canoe craftsman and creator of the authentic Bradley Canoe, perfect for Hawaiian ocean conditions. He has recently retired, making it even more imperative to maintain our canoes optimally. Costs for these repairs (i.e., refurbishing, repainting, and new decals) will exceed \$15,000, a significant increase from three years ago.

How Mana'olana is Meeting this Need

The Pinks continue to deliver quality programs to hundreds of cancer patients, survivors, and supporters annually. Each year, more cancer patients and survivors learn of our efforts and want to join us. Our membership has grown to nearly 200, a 48% increase from three years ago, most of whom are cancer survivors. Paddles take place three times per week with as many as 48 paddlers on any given day. Volunteers assist with beach operations, beach clean-up, and storage upkeep. After each paddle, we provide healthy snacks to allow survivors and members the opportunity to talk story, often sharing their cancer journeys and recovery strategies. We continue to offer quarterly nature-based outings to such places as Friends of Kealia fishpond and Humpback Whale Marine Sanctuary.

We offer Hawaiian Cultural Workshops to inspire and teach our members. *Workshops offer an interactive way for our members to engage in Hawaiian cultural practices related to paddling, protecting and preserving nature, and promoting health and healing.* At the last workshop, twelve members participated in a bracelet lei-making workshop where participants learned the importance of the Ti leaf in Hawaiian culture, how to respectfully remove leaves from the plant, and weaving techniques. We want to expand to offer an 8-event workshop series. In the series will be Hawaiian Ethnobotany and Remedies of Native Plants, led by Trinetta Furtado, a Maui born Hawaiian Kahu, Kumu, cultural advisor, and psychotherapist, dedicated to teaching Hawaiian culture, history, and ethnobotany herbal medicine. Other workshops will include Lei-making, History and Practice of Hawaiian Hula, and a workshop on local Hawaiian Fishponds. Within a group setting, individuals can ask questions while learning techniques through hands-on experience. The workshops will be varied, each focusing on Hawaiian culture and nature. Cancer patients and survivors especially find these workshops meaningful, providing value and beauty to aid in one's health and recovery. Workshops will begin in January and run throughout the year.

We offer Hawaiian Memorial Sea Ceremonies to help families say goodbye to their loved ones. Twice a month, ceremonies are about 90 minutes and take place on both land and sea. A Kahu begins with a *pule* (prayer) to bring the family, friends, and supporting paddlers together. Families come from Maui and the mainland. For local families, as many as 30 or more people attend the ceremony. Donations range from \$350 to \$750, helping our organization have a sustainable income source while providing an important community service. Many canoe clubs offer memorial services but charge a significantly higher fee and provide a less personalized experience than the Pinks. As a nonprofit, we recognize this is a community service, especially for families who have already borne the financial burden of cancer care.

We hold successful events throughout the year to bring our membership together, often inviting member's family and friends. We keep costs low and make it so all Pinks can participate, regardless of income or abilities. The Pinks have also been known to support other local nonprofits, buying tables at local events to support keiki or participating in a community social service activity, wearing our pink attire proudly.

Our long-term success can be attributed to our community outreach and collaboration efforts. Waves of Hope has been an ingenious way to not only support Maui county's cancer patients, but to assist local health providers simultaneously, as we make payments directly to providers. Of the awards given to health service practitioners thus far, most have been for Complementary Care (e.g., massage and acupuncture). Health and service agencies include Imua Physical Therapy and Maui Longevity Rx; practitioners include Dr. Joel Friedman, a reputable naturopathic doctor located in upcountry Maui, and Dr. Landon Opunui at Na Pu'uwai Native Hawaiian Healthcare on Moloka'i. We are very pleased to support local health agencies and practitioners, especially at a time when many smaller offices are hurting economically. We seek to print and release new rack cards to eagerly market the Waves of Hope Program countywide. We will enlist the help of volunteer members to make calls and drop off materials to systematically target health centers and offices serving cancer patients.

Demographics, Geographic Region, and Individuals Served

Located at Sugar Beach in North Kihei, nearly 200 Mana'olana members range in age between 35 to 88 years and represent most geographic areas of Maui. Over half are cancer survivors and a third are low-income. We serve hundreds of cancer patients and survivors annually through our myriad programs, including our paddling programs, memorial sea ceremonies, quarterly cultural events, membership support services, membership gatherings, Hawaiian cultural workshops, and Waves of Hope Scholarship Program.

Waves of Hope is a countywide program helping low-income cancer patients. Thus far, we have awarded over \$35,000 to 86 cancer patients, ranging in age from 32 to 79 years (average age 57 years); 74% female, 26% male. Half were compromised with progressed cancers (stage 3 or 4). The most common type of cancer was breast cancer, while others included ovarian, lung, colon, throat, pancreatic, and prostate cancers. Ninety-seven percent of awardees came from most areas on Maui, while the remaining came from Moloka'i and Lāna'i. Awardees would not be able to pay for these services without assistance from Waves of Hope.

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 Waves of Hope scholarships, we can immediately launch another outreach campaign to promote Waves of Hope countywide. As many as 8 to 10 more scholarships could be awarded to high-need Maui county cancer patients going through grueling treatments, simultaneously providing thousands of dollars to local health and social service providers. Waves of Hope is making a direct, qualitative difference in cancer patients' lives across this county. The effects of this giving would be transformative and inspiring to Hawaii residents and businesses.

Funding would also help us transition from offering Hawaiian cultural workshops sporadically to host a series of eight workshops for our members throughout the year, supporting local Kumu who teach and inspire cancer patients and survivors in their health and healing. Building positive relationships with Hawaiian Kumu has helped our organization tremendously to evolve. Funding will also enable us to repair and maintain two beautiful Bradley canoes, allowing hundreds more to paddle with us this year. Thousands of people have paddled with us and benefited from our paddling program. We are more than just a paddling club: we offer hope and healing to families devastated by cancer.

Attached is our IRS tax-exempt letter, 2024 Financial Statement and Balance Sheet, and 2023 990-EZ. Our funding comes from diverse sources, including individual donations, foundation grants, program monies from visitor paddling fees and memorial ceremonies, membership dues, and donations from selling team merchandise. Foundation grants for 2024 totaled \$4,000 from Coldwell Banker, REAP Foundation, and Seattle Foundation. We just received a grant of \$5,000 from Atherton Family Foundation.

It would be a great honor if the Laurence H. Dorcy Hawaiian Foundation supported our efforts again. 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, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Bank of Hawaii	53,176.24
BoH Waves Scholarship	17,742.44
Petty Cash	200.00
Time Deposit Account (CD)	50,000.00
Total Bank Accounts	\$121,118.68
Total Current Assets	\$121,118.68
Fixed Assets	
Cost	
2010 OC-6 Bradley Canoe - Mana'olana	8,000.00
2013 OC-6 Bradley Canoe - 'Ilio Kikoko	13,843.79
2017 OC-6 Bradley Canoe - Kaiho'olo	16,875.00
2017 OC-6 Bradley Canoe - Maui Ola	17,135.00
2017 OC-6 Bradley Canoe - Na'Ale O Mana'olana	17,135.00
2020 OC-6 Bradley Canoe - Noho Pu Ikaika	18,478.46
2020 OC-6 Bradley Canoe - Ohana o Mana'olana	17,239.23
Total Cost	108,706.48
Depreciation - Accumulated	-64,519.84
Total Fixed Assets	\$44,186.64
TOTAL ASSETS	\$165,305.32
LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
Equity	
Unrestricted Net Assets	161,030.72
Net Revenue	4,274.60
Total Equity	\$165,305.32
TOTAL LIABILITIES AND EQUITY	\$165,305.32

Mana'olana Pink Paddlers

FINANCIAL STATEMENT

January - December 2024

	TOTAL
Revenue	
Donations	257.07
Corporate Donations	6,829.15
Individual Donations	7,086.22
Total Donations	
Grants	4,000.00
Foundations and Trusts	4,000.00
Total Grants	1,002.74
Interest Income	70.00
Lease Payment MCC	
Membership Dues	9,264.50
Dues Paid - MCC	9,564.50
Dues Paid - MPP	18,829.00
Total Membership Dues	
Program Income	17,313.74
Ashes-to-Sea Ceremony	3,055.00
Visitor Paddling Income	20,368.74
Total Program Income	5,000.00
Sales/Donations	2,560.00
Clothing Sales	150.00
Jewelry Sales	301.50
Merchandise/Other	8,011.50
Total Sales/Donations	\$59,368.20
Total Revenue	
Cost of Goods Sold	6,252.71
Cost of Goods Sold	\$6,252.71
Total Cost of Goods Sold	\$53,115.49
GROSS PROFIT	
Expenditures	
Canoe Expenses	1,214.26
Canoe Supplies	1,500.00
Equipment Expense	12,474.62
Repairs & Maintenance	15,188.88
Total Canoe Expenses	100.00
Charitable Contrib (tax-exempt)	
Operating Expenses	
Business Fees	1,183.45
Bank & CC Fees	3.50
Business Filing Fees	1,186.95
Total Business Fees	1,779.72
Computer & Internet Expense	

	TOTAL
Contract Services	3,311.26
Accounting & CPA Fees	1,775.00
Consulting Fees	5,086.26
Total Contract Services	5,086.26
Insurance Expense	816.00
MCC Dues paid to MCC	12,091.75
Meetings (Meals/Ent)	
Board Meetings	186.22
Committee Meetings	365.26
Membership Meetings	93.64
Total Meetings (Meals/Ent)	645.12
Office Expenses & Supplies	376.77
Postage & Shipping Expense	26.39
Storage Expense	1,500.00
Travel Expense	155.00
Total Operating Expenses	23,663.96
Program Expenses	
Ashes to Sea	923.77
Member Services	
Assistance	100.00
Event Supplies	452.21
Food	445.24
Special Events	800.00
Total Member Services	1,797.45
Paddling Program	
Beach Supplies	1,444.24
Training Expense	173.21
Total Paddling Program	1,617.45
Total Program Expenses	4,338.67
Scholarship Program	
Advertising & Marketing	109.38
Scholarships Awarded	5,440.00
Total Scholarship Program	5,549.38
Total Expenditures	\$48,840.89
NET OPERATING REVENUE	\$4,274.60
NET REVENUE	\$4,274.60

Short Form

Form 990-EZ

Return of Organization Exempt From Income Tax

2023

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form, as it may be made public.

Open to Public Inspection

Department of the Treasury Internal Revenue Service

Go to www.irs.gov/Form990EZ for instructions and the latest information.

Form header section A through K, including organization name (MANA'OLANA PINK PADDLERS), EIN (27-3021938), and total gross receipts (\$69,937).

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances

Table with 21 rows detailing Revenue (lines 1-9), Expenses (lines 10-17), and Net Assets (lines 18-21). Total revenue is 67,670 and total expenses are 58,907, resulting in a net asset change of 8,763.

For Paperwork Reduction Act Notice, see the separate instructions.

