March 2025

DESTINATION STEWARDSHIP SUPPORT SERVICES UPDATE





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KILOHANA

Our Team

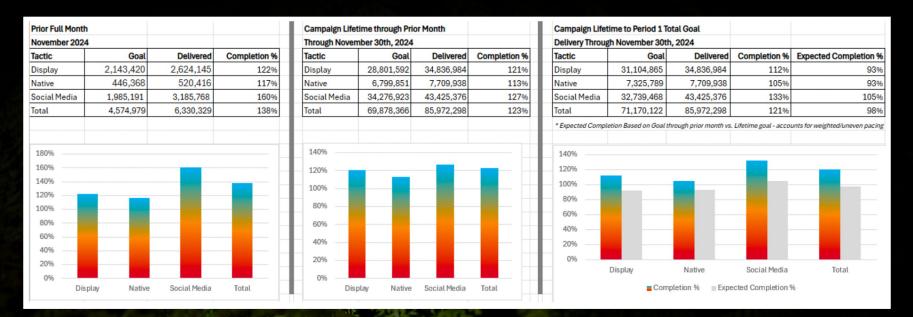


AUTHORITY

VEPAM

Visitor Education Post-Arrival Marketing

VEPAM KPI Thermometer



https://nexstardigital.tapclicks.com/client/dist/#/dash/1752

Digital Display Hawai'i is home to many endangered animals and plants.

The Eddie Aikau Big Wave Invitational

Mahalo for respecting the power of the ocean and honoring our surf culture.



Digital Display (continued)

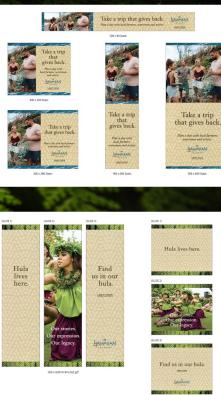
728 x 60 Static

Don't

our waters.

300 x 250 Static

Don't underestimate our waters.

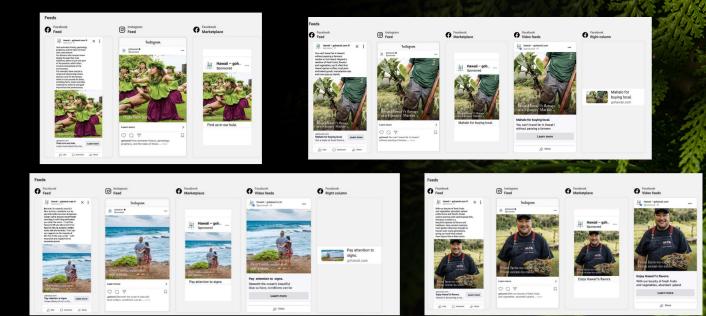








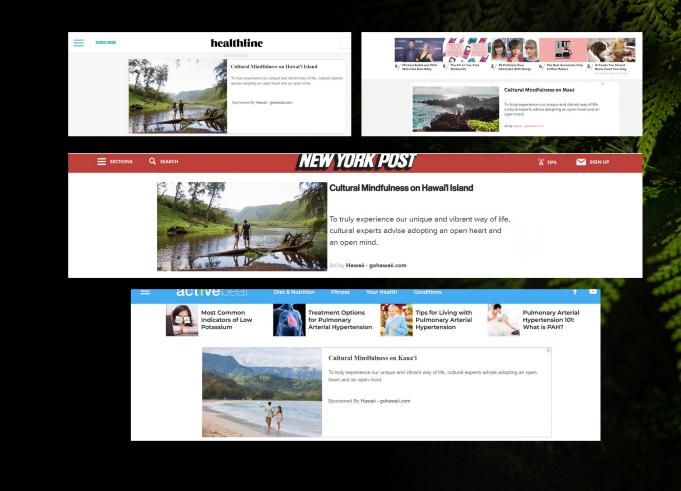
336 x 280 An imated gif



Socials







Native Display

Travel 808 Launch

- "Travel 808" is a collaboration with KHON/Nextstar, Core Group One and Kilohana to create new video assets for Hawai'i Tourism Authority.
- First five episodes are currently pending approval by HTA
- Hosted by Iwalani Kualii Kahoʻohanohano
- Featuring licensed instrumental music from Keauhou
- This episode features Lē'ahi (Kuilei Cliffs, Hike Lē'ahi and KCC Farmers Market)





KILOHANA



Travel808

PRESENTED BY



Digital Displays

300 x 250



Hawaii Ag & Culinary Alliance -Hawaii Food & Wine Festival "Lucky Dragon with Martin Yan and Friends"

336 x 280



Lydia8 -EPIC Wähine Learn more





160 x 600

3rd Annual Aloha Shirt Festival & Fashion Week Hawai'i



Naalehu Theatre -3rd Annual Aloha Shirt Festival & Fashion Week Hawai'i



Top Events & Festivals

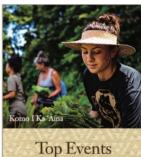
Happening this Month

Cultural celebrations, culinary events, concerts, festivals, street parties, more.

> HAWAIIAN ISLANDS Learn more

Kala Foundation -Kaua'i Chocolate & Coffee Festival





& Festivals Happening this Month

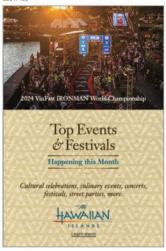
Cultural celebrations. culinary events, concerts, festivals, street parties, more. HAWAIIAN ISLANDS

> Kauluakalana Komo I Ka 'Ăina

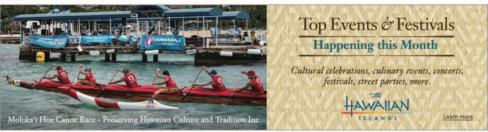
Learn more

Digital Displays

320 x 480



World Triathlon Coorporation -2024 VinFast IRONMAN World Championship 970 x 250



Oahu Hawaiian Canoe Racing Association -"Moloka'i Hoe Canoe Race - Preserving Hawaiian Culture and Tradition Ine"

728 x 90



Volcano Art Center -Hula Arts at Kilauea (Kahiko)

Digital Displays



Hawaii International Film Festival -44th Annual Hawai'i International Film Festival 480 x 320 Top Events California Celebrations, concerts, festivals, street parties, more. Legacy: The Siva Ati

> Malu Productions, Inc. -Legacy: The Siva Afi





- Three-day celebration of music, culture, and community support for Maui
- 24 in-person Maui vendors along with other locallyowned Native Hawaiian businesses
- The Mākeke by CNHA also featured an additional 15 Maui brands







- Hosted at the Royal Lahaina Resort & Bungalows
- Featured performances by artists Nuff Sedd Trio, Kalani Pe'a, Lawakua, Kulāiwi, and the Maui Divas (Amy Hanaiali'i Gilliom, Raiatea Helm, and Napua Silva)
- Sponsored by Maui County, Karey Kapoi LLC, Hawai'i Tourism Authority, Hawai'i Community Foundation, Royal Lahaina Resort & Bungalows, United Airlines, and the Council for Native Hawaiian Advancement









FTA + CTC





FOUNDATIONAL TECHNICAL ASSISTANCE PROGRAM

HAWAI'I TOURISM.

FOUNDATIONAL TECHNICAL ASSISTANCE WORKSHOPS

COMMUNITY WORKSHOPS TO CONNECT TO AND WITHIN THE VISITOR INDUSTRY THROUGHOUT HAWAI'I

FOUNDATIONAL TECHNICAL ASSISTANCE PROGRAM

Connecting with & within the Kauaʻi Visitor Industry

Connecting with & within the Oʻahu // Visitor Industry

Building Local , Capacity Through Regenerative Tourism

Connecting with & within the Maui Nui Visitor Industry

- Deep Diving & Marketing within the Maui Nui Visitor Industry
- Deep Diving & / Connecting with Culture in the Visitor Industry on Hawaiʻi Island

Connecting with & within the Hawaiʻi Island Visitor Industry





FOUNDATIONAL TECHNICAL ASSISTANCE PROGRAM



Workshops

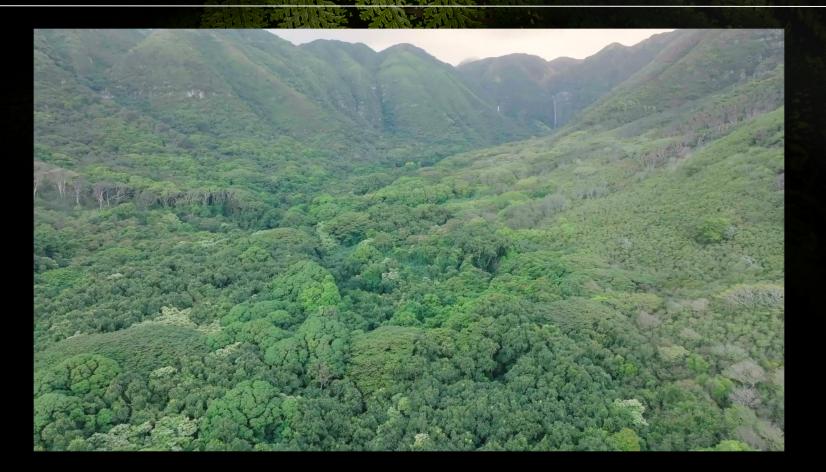
- Connecting with the Visitor Industry
- Marketing
 - Culture

Building Capacity

KILOHANA



CTC - COMMUNITY STEWARDSHIP PROGRAM



CTC - COMMUNITY STEWARDSHIP PROGRAM



KILOHANA



CTC - COMMUNITY STEWARDSHIP PROGRAM



By the Numbers:

9 Cohort Members

5 Islands

\$400,000 in direct funding and consultation

8 Consultant Areas

27 Consultant Meetings **Online workshops**

Industry consultants providing tangible assistance

Capacity building for organizations

Funding opportunity





2024 HTA - COMMUNITY STEWARDSHIP SPOTLIGHT



East Maui Land Restoration

'Āina Stewardship Location: Honomanū, Koʻolau, Maui Administrator: Nāpua Hūʻeu

Return on Investment

- Cleared invasive grass for lo'i kalo restoration to provide kalo and other mea 'ai to East Maui communities
- Supported eight (8) seasonal work opportunities for members of the East Maui community
- Portable restrooms and Starlink access provided sanitation and safety access to both visitors and kama'āina alike
- Technical assistance gained through the program equipped the organization with tools to aid in gaining long-term stewardship rights, allowing further restoration work to take place

CTC - REGENERATIVE EXPERIENCES PROGRAM



CTC - REGENERATIVE EXPERIENCES PROGRAM







CTC - REGENERATIVE EXPERIENCES PROGRAM

Online workshops

Regenerative Experience Plan Consultation

Capacity building for businesses

Funding opportunity

By the Numbers:

15 Cohort Members with capacity to create foundationally regenerative experiences

5 Islands

\$400,000 in direct funding

15 NEW Regenerative Experiences







2024 HTA - COMMUNITY STEWARDSHIP COHORT SPOTLIGHT



ANELAKAI ADVENTURES

Island: Hawaiʻi Location: Keauhou Bay Iko Balanga & Holly Crane

Return on Investment

- Refined and expanded daytime wa'a tour experiences to provide visitors with cultural 'ike about Keauhou
- Traditional fishing implements purchased were crafted by a local artist and locally made paddles were sourced, reinvesting program funds back into the local community
- Potential to host up to 1,000 more visitors in 2025, with an expected boost in revenue of \$75,000 \$100,000
- Supported regenerative tourism for the only humanpowered wa'a company in Keauhou Bay

'Umeke

HAWAI'I TOURISM

AUTHORITY

'Umeke



'Umeke 2024

Hoʻokipa Malihini Initiative

Hawaiian programs, arts & cultural practitioners in resort areas & harbors

\$435,000 4 Programs

Kāhu 'Āina

Community initiatives that contribute to the responsible management, improvement, and protection of Hawai'i's natural resources

\$1.2+ Million 25 Pr<u>ograms</u>

Kūkulu Ola

Community initiatives that contribute to protecting and enhancing the Hawaiian culture within the tourism industry

\$ 1.2 Million32 Programs

Community Enrichment Program

Unique, authentic and highly valued visitorrelated experiences, and represents activities t hat are developed by the community for the community

\$1.79 Million 76 Programs

Signature Events

Projects that protect and enhance Hawai'i's globally competitive brand, enrich our communities, and create positive residentvisitor interaction.

\$2.8 Million20 Programs

KILOHANA





2024 'Umeke Spotlight

Pohāhā i ka Lani

Location: Waipi'o Valley Program: Kahu 'Āina Leaders: Kūlia Tolentino-Potter & Jesse Potter

Project Impact

- 500 on island resident participants
- 200+ out of state & international participants
- 5.3 acres of invasive species cleared
- 2 acres of water resource improvements
- 100% increase in participation in cultural heritage & practices



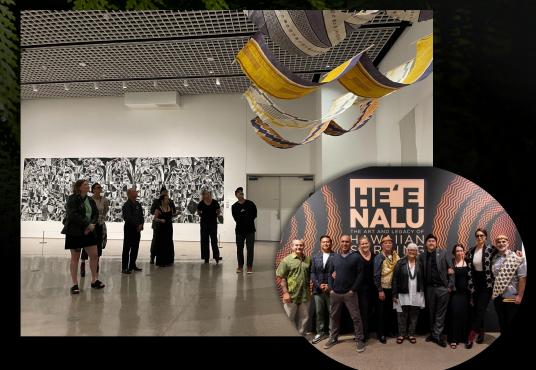
2024 'Umeke Spotlight

He'e Nalu: The Art and Legacy of Hawaiian Surfing

Location: Multiple Islands Program: Kūkulu Ola Director: Carolyn Kuali`i

Project Impact

- This was the first time in the history of the Donkey Mill Art Center that a community program was conducted all in `Ōleo Hawai`i.
- 4,977 on island resident participants
- 56,724+ digital impressions
- Fostered partnerships with six Hawai`i based art organizations and one small community business





Anticipated Award Announcement - June 5th* First Payment Disbursement for Awardees - October*

*pending funding availability







Go Hawai'i app



Go Hawai'i App

This project was conducted between September 9th 2024 to December 17, 2024.

With the desire to potentially develop this app and the lack of clarity around it, Sassato was engaged to look at the current landscape, stakeholder desires and develop an overview and recommendations for next steps.



Smart App Concept:

Smart Tourism app concept came out of the concept of Smart Tourism and Destination Management, which utilizes technology to this end.

Legislative Direction:

The concept received positive feedback from legislators, has been included in draft bills, and secured initial funding through the HTA budget. However, specific requirements are yet to be defined.

Feasibility Study:

Sassato was retained by Kilohana to determine current landscape, technology needs, and stakeholder views on the potential of having this Smart app.

Go Hawai'i App

A list of 102 individuals was compiled as part of the scope to represent a broad spectrum of stakeholders, categorized into Tourism, Government, Community Suppliers, and Apps & Technology.

Tourism	25
HTA	15
Tourism Industry	10
Government	25
Legislature	7
State Agencies/Dept's	8
C&C and Federal	8
Safety	2

Community	19
Community Voices	12
Agritourism	2
Arts	2
Business	3

Suppliers	17
Hotel	4
F&B	3
Retail	2
Cruise	3
Attraction	3
Ground Transport	1
Media	1

Apps & Tech	16
Apps & Tech Apps & Tech	16
Apps & Tech	
Total	



Go Hawai'i App

The top features and functionality were grouped into 9 broad categories:

Local & Cultural Experiences	Community & Social Features	Visitor Engagement & Assistance
Reservations & Capacity Management	Real-Time Information & Alerts	Navigation & Location Based Services
Retail, Food, and Business Integration	Transportation	Travel Purchases
the state of the	The states of the second se	

This priority quadrant framework helped us identify priorities and define initial business requirements. The analysis highlights features that score highly in visitor experience and destination management.

	Enhancement	Core
Visitor	Visitor Engagement and Assistance Local and Cultural Experiences Community and Social Features	Reservations and Capacity Management Real-Time Information and Alerts Navigation and Location-Based Services Multilingual Capability
Experience	Opportunities	Support
	Retail, Food, and other business integration	Transportation, travel bookings (Activities, hotel, car, etc)

Destination Management

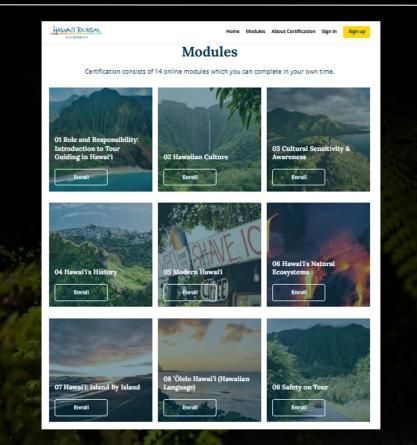
Tour Guide Certification

Tour Guide Certification



- 20+ community stakeholders & tourism experts engaged in curriculum development
- Interactive online course in the final phase of development
- Course contains 14 modules on topics ranging from Hawaiian history to safety to cultural sensitivity & awareness

Tour Guide Certification







- Qurator is the Hawai'i Tourism Authority's mark of responsible tourism that launched in June, and 69 organizations were certified before the end of the year
- Over 100 community organizations from travel industry stakeholders to community groups, such as labor unions and conservation focused non-profits, were consulted to develop the certification
- All three major Japan tour operators (HIS, JALPAK and JTB Hawai'i) all earned Qurator certification















192

Organizations Registered



Organizations Certified

48

Organizations live on Qurator's website

Mahalo Nui Loa

For questions, please contact us

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