STATE OF HAWAII DEPARTMENT OF LAND AND NATURAL RESOURCES

Division of Boating and Ocean Recreation Honolulu, Hawaii 96819

August 10, 2018

Chairperson and Members Board of Land and Natural Resources State of Hawaii Honolulu, Hawaii

Land Board Members:

SUBJECT: AUTHORIZE THE APPROVAL FOR A RENTAL REOPENING

COMMENCING RETROACTIVELY ON APRIL 1, 2017 AND ENDING MARCH 31, 2027; FOR GENERAL LEASE H-92-12, MOLOKAI ICE HOUSE, INC. SITUATED AT KAUNAKAKAI HARBOR, ISLAND OF MOLOKAI,

HAWAII, TAX MAP KEY: (2) 5-3-001:011

APPLICANT:

Molokai Ice House, Inc., whose business address is P.O. Box 189, Kaunakakai, HI 96748.

LEGAL REFERENCE:

Sections 171-17 and Sections 171-17(d) Hawaii Revised Statutes (HRS), as amended.

LOCATION:

Portion of Government lands situated at Kaunakakai Harbor, Island of Molokai, Hawaii, Tax Map Key: (2) 5-3-001:01, hereinafter referred to as the "Premises" as shown on the map labeled **Exhibit A** and attached hereto.

AREA:

Approximately 4,213 square feet of fast lands and 3,192 square feet of electrical easement.

ZONING:

State Land Use District: Urban

County of Maui: CZO: Urban Interim

TRUST LAND STATUS:

Section 5(b) lands of the Hawaii Admission Act: YES

DHHL 30% entitlement lands pursuant to the Hawaii State Constitution: NO

CURRENT USE STATUS:

Encumbered by Lease No. H-92-12 to Molokai Ice House, Inc.

CHARACTER OF USE:

The premises shall be used for the operation of an ice house for the manufacture, sale and the storage of bulk or packaged ice and the storage of fish and catches of the sea.

The Permittee may also occupy and use the Premises for any other use permitted under applicable county zoning, subject to the prior approval of the Chairperson of the Board and the Permittee's compliance with Chapter 343, Hawai'i Revised Statutes.

COMMENCEMENT DATE:

April 1, 2017 retroactively.

MONTHLY RENTAL:

ONE THOUSAND FOUR HUNDRED TWENTY-TWO DOLLARS (\$1,422.00) per annum or FIVE PERCENT (5%) of Annual Gross Receipts, whichever is greater. The Annual Base Rent and any percentage rents shall be paid in monthly installments, payable in advance by the first of each and every month.

COLLATERAL SECURITY DEPOSIT:

Twice the Monthly Rental.

DCCA VERIFICATION:

Place of business registration confirmed: YES X NO Registered business name confirmed: YES X NO Applicant in good standing confirmed: YES X NO

REMARKS:

The Division of Boating and Ocean Recreation (DOBOR) received an independent appraisal report from ACM Consultants, Inc. (see attached **Exhibit B**) which states that the fair market Annual Base Rent for the next 10-year period commencing April 1, 2017 is appraised at \$1,422.00. The current rent is \$2,125. The new Annual Minimum Rent will be \$1,422.00 based on ACM Consultants appraised value.

RECOMMENDATION:

That the Board of Land and Natural Resources:

- 1. Authorize the new Annual Minimum Rent of \$1,422.00 or Five Percent of the Annual Gross Receipts, whichever is greater, for the ten-year period commencing April 1, 2017 and expiring March 31, 2027, under the terms and conditions cited above, which are by this reference, incorporated herein and further subject to the following:
 - a. Such other terms and conditions as may be prescribed by the Chairperson to best serve the interests of the State.

Respectfully Submitted,

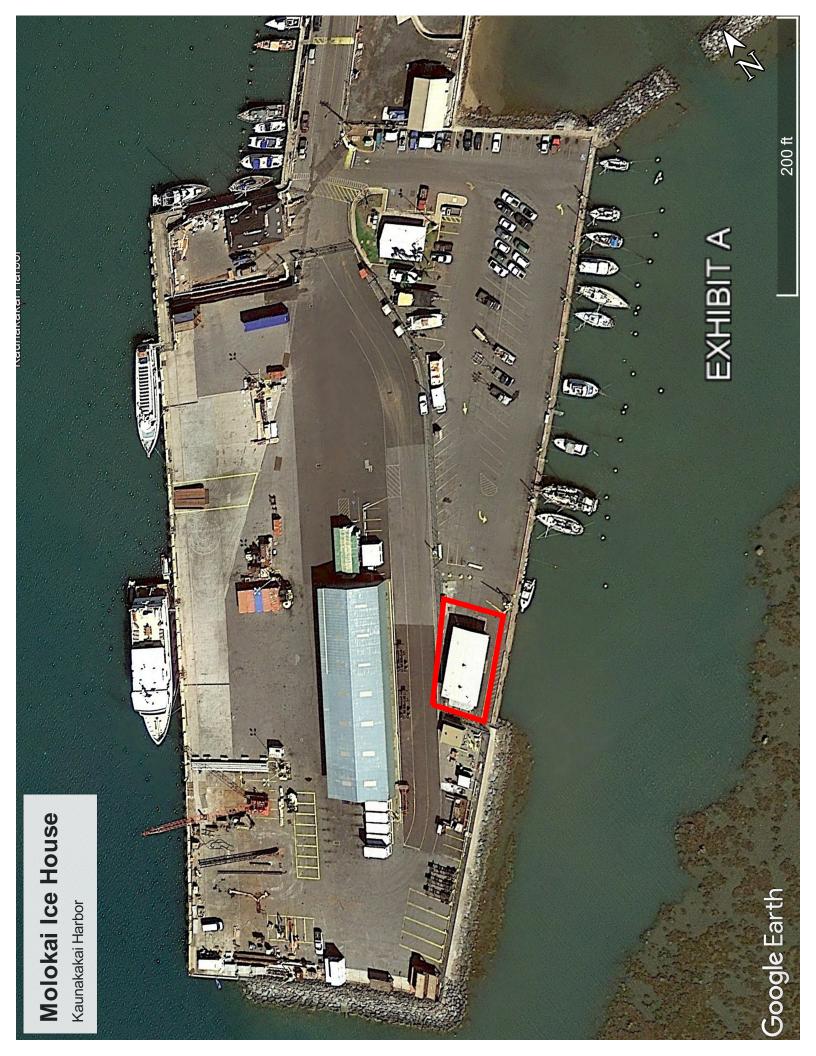
EDWARD R. UNDERWOOD, Administrator Division of Boating & Ocean Recreation

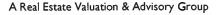
APPROVED FOR SUBMITTAL:

SUZANNE D. CASE, Chairperson Board of Land and Natural Resources

Attachment:

- A. Aerial Map of Kaunakakai Harbor, Molokai, Hawaii
- B. ACM Consultants, Inc. Appraisal







May 7, 2018

BOR.PM-123.18

Ms. Earleen "Keiki" Kipapa Property Manager Department of Land and Natural Resources Division of Boating and Ocean Recreation 4 Sand Island Access Road Honolulu, Hawaii 96819

> RE: Determination of Annual Fair Market Rent for Lease Rent Reopening of General Lease No. H-92-12 Molokai Ice House, Inc., TMK (2) 5-3-001:011 Portion Kaunakakai Harbor, Molokai, Hawaii

Dear Ms. Kipapa:

In accordance with the Notice to Proceed, I have prepared the accompanying appraisal report which determines the annual fair market rental for the land and easements demised in the subject lease ("Subject Property").

The final annual market rent estimate is based on the on-site observation of the subject property; determination of highest and best use; review of comparable land transactions in the market; evaluation of the subject lease, and a review of current and projected economic and real estate market conditions.

Based upon my research and study, the estimated annual fair market rent of the subject property, subject to the "Certification" and "Limiting and Contingent Conditions", for the 10-year period commencing April 1, 2017, is

\$1,422 per Annum

The following appraisal report presents my analysis of data along with other pertinent materials on which the estimate of annual fair market rent is predicated. Thank you for the opportunity to assist you with this assignment.

Respectfully submitted,

ACM Consultants, Inc.

Ted Yamamura, SRA, R/W-AC Certified General Appraiser State of Hawaii, CGA-160 Expires: December 31, 2019

SUMMARY OF SALIENT FACTS AND CONCLUSIONS

LEASE REFERENCE:

Harbor Lease No. H-92-12

LESSEE:

Molokai Ice House, Inc.

LESSOR:

State of Hawaii

LARGER PARCEL TAX MAP KEY:

(2) 5-3-001:011

LOCATION:

Kaunakakai Harbor, Molokai, Hawaii

LARGER PARCEL GROSS

LAND AREA:

113.265 Acres

LARGER PARCEL FASTLAND AREA:

9.375 Acres

LEASE PARCEL LAND AREA:

4,213 SF fast (dry) land 3,192 SF electrical easement

STATE LAND USE:

Urban District

ZONING:

Urban Interim

EXISTING USE:

Kaunakakai Harbor

HIGHEST & BEST USE:

Kaunakakai Harbor

LEASE CHARACTER OF USE

(1) The premises shall be used for the operation of an ice house for the manufacture, sale and the storage of bulk or packaged ice and the storage of fish and catches of the sea

(2) Utility easement.

DATE OF VALUATION:

April 1, 2017

DATE OF INSPECTION

May 8, 2018

APPROACH TO VALUE:

Sales Comparison Approach

ESTIMATED ANNUAL FAIR MARKET RENTAL VALUE

\$1,422 per Annum



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CERTIFICATION

The undersigned does hereby certify that to the best of my knowledge and belief:

- (1) The statements of fact contained in this report are true and correct.
- (2) The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions and conclusions.
- (3) I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- (4) I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- (5) I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- (6) My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- (7) My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- (8) My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
 - (9) I have made a personal observation of the property that is the subject of this report.
 - (10) No one provided significant real property appraisal assistance to the person signing this certification.
- (11) The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics & Standards of Professional Appraisal Practice of the Appraisal Institute.
- (12) The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- (13) As of the date of this report, Ted Yamamura has completed the continuing education program for Designated Members of the Appraisal Institute.

ACM Consultants, Inc.

Ted Yamamura, SRA, R/W-AC Certified General Appraiser State of Hawaii, CGA-160

Expiration: December 31, 2019



PART I - INTRODUCTION

APPRAISAL DEVELOPMENT AND REPORTING PROCESS

This is an appraisal report which is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice. This appraisal report is subject to the following scope of work, intended use, intended user, definition of market value, and statement of assumptions and limiting conditions, extraordinary assumptions and hypothetical conditions, and certifications contained in the appraisal.

SCOPE OF WORK

The scope of work for this appraisal is defined by the complexity of this appraisal assignment and the reporting requirements of this appraisal report, including the following definition of market value, extraordinary assumptions and hypothetical conditions, statement of assumptions and limiting conditions, and certifications as contained in the report. The appraiser has at a minimum performed a complete visual inspection of the observable areas of the subject property, considered the neighborhood and its characteristics, viewed each of the comparables sales, and researched, verified and analyzed data from public and/or privates sources that were deemed to be reliable. An analysis of Highest and Best Use was conducted as though the sites were vacant and available for development and this conclusion was the basis upon which our valuation was derived. Finally, the analysis, opinions and conclusions were reported in this appraisal report.

The appraisal was prepared as a "Retrospective Value Opinion".

Advisory Opinion 34 (AO 34) of the Uniform Standards of Professional Appraisal Practice (USPAP) states "Retrospective appraisals (effective date of the appraisal prior to the date of the report) may be required for property tax matters, estate or inheritance tax matters, condemnation proceedings, suits to recover damages, and other similar situations".

EXTRAORDINARY ASSUMPTION OF APPRAISAL

An extraordinary assumption is defined as "an assignment-specific assumption, as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions." (The Appraisal Foundation, USPAP 2018-2019 Edition).

Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis.

An extraordinary assumption may be used in an assignment only if:

- > It is required to properly develop credible opinions and conclusions;
- > The appraiser has a reasonable basis for the extraordinary assumption;
- > Use of the extraordinary assumption results in a credible analysis; and
- > The appraiser complies with the disclosure requirements set forth in USPAP for extraordinary assumptions.



This appraisal and final value estimate is based upon a retrospective date. The final value estimate is based upon the extraordinary assumption that the properties as viewed on the date of physical observation were representative of the properties as of the effective date of valuation.

PURPOSE AND INTENDED USE OF THE APPRAISAL

The purpose of this appraisal is to estimate the annual fair market rent of the following:

State of Hawaii Harbor Lease No. H-92-12 Kaunakakai Harbor, Tax Map Key (2) 5-3-001:011 Portion Kaunakakai, Island of Molokai, Hawaii

The intended use of this report is to provide real property information, real estate market data, and an informed rental value conclusion to enable Department of Land and Natural Resources, Division of Boating and Ocean Recreation, to offer the Lessee.

<u>Definition of Market Rent¹</u>

"The most probable rent that a property should bring in a competitive and open market reflecting the conditions and restrictions of a specified lease agreement, including the rental adjustment and revaluation, permitted uses, use restrictions, expense obligations, term, concessions, renewal and purchase options, and tenant improvements (TIs)."

INTENDED USER

The State of Hawaii, Department of Land and Natural Resources (Client) and their assigns are the only authorized users of this report. Any other use by any other person or entity for any other purpose, without exception, is explicitly unauthorized.

PROPERTY INSPECTION/DATE OF REPORT/EFFECTIVE DATE

The subject property was physically observed by Ted Yamamura, Ms. Earleen "Keiki" Kipapa, Mr. Kenyatta Russell, and Mr. Jerry Flowers of the Division of Boating and Ocean Recreation, and the Lessee, on May 8, 2018. The date of this appraisal report is May 8, 2018, and the effective date of valuation is April 1, 2017.



¹ The Dictionary of Real Estate Appraisal, 6th Edition, Appraisal Institute, 2015

PART II - FACTUAL DATA

NEIGHBORHOOD DESCRIPTION



The subject is located on Molokai. Molokai is the fifth largest of the Hawaiian Islands and has an area of approximately 261 square miles or 165,800 acres. Molokai is part of the county of Maui. Molokai is roughly rectangular in shape with some peninsulas and indentations formed by three volcanoes. Two major volcanoes, one on the eastern half and one on the west half of the island, formed the major land mass. A third small volcano formed the Kalaupapa Peninsula on the north side of the island. The

island has approximately 106 miles of coastline.

High, deeply eroded mountains form the eastern area of the island; and southwest of this area is a broad alluvial plain. The western half of Molokai is relatively flat with slope areas of 20% or less. The major portion of the island of Molokai is owned by several large landholders. Of the 166,000 acres, approximately 42 percent is owned by the Molokai Ranch. The other large landowners include the Hawaiian Home Lands (approximately 17%), and the State of Hawaii (approximately 12%).

The island has about 100 miles of paved roads and about 90 miles of unpaved and jeep roads. The paved roads extend from Halawa on the east end of the island to Maunaloa in the west-central area, with extreme east and west areas of the island lacking paved access. The Molokai airport, which is situated near Hoolehua, provides daily scheduled flights, and the commercial harbor is located in Kaunakakai town on the southern coast of Molokai. Shipping service is provided by Young Brothers.

The economy of Molokai depends primarily on agriculture and tourism, with a small emphasis on support activities. Pineapple had, at that time in the island's history, been the largest employer of agricultural works; however, the closing of Dole Company's pineapple operation in 1976, and the phasing-down of pineapple operations of the Del Monte company in 1983 eliminated pineapple cultivation as an economic force on the island. In April 2008, Molokai Ranch shuttered its operations, which also had an enormous impact on the island. The State Department of Hawaiian Home Lands and the County of Maui have created agricultural lots for diversified agricultural use to stem the outmigration of residents and to provide a more stable agricultural base on the island.

Kaunakakai town houses the major financial institutions, markets, government offices, hospital, harbor facilities, post office, fire and police departments, and miscellaneous retail and office facilities. It follows that this area is also a visitor destination as well as the meeting place of local residents.

It is anticipated that both diversified agriculture and the visitor industry will ultimately stabilize the economy of the island; but until growth in these industries are realized, unemployment and outmigration of people are expected to continue



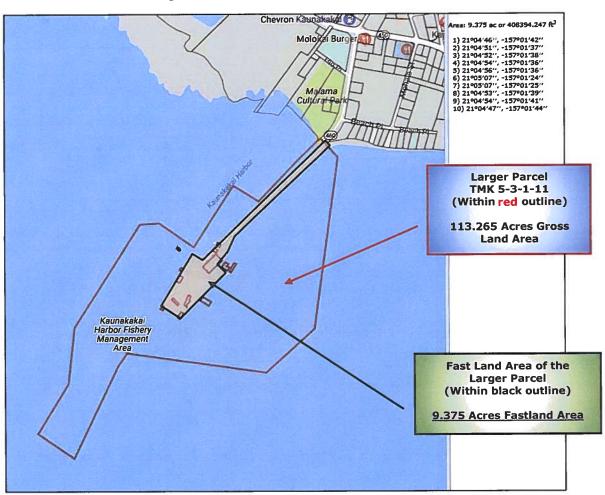
PROPERTY AND SITE DATA - LARGER PARCEL

The subject property (demised land and easement) is a portion of a larger parcel identified as Tax Map Key (2) 5-3-001:011 which contains a total of 113.265 acres of fastland and submerged land area. The larger parcel is the Kaunakakai Harbor on the island of Molokai.

Fastland is defined as land that is high and dry near water while submerged lands in Hawaii is defined as all lands lying between the upper reaches of the waves on the shore and the seaward extent of the state's jurisdictional limits.

The fastland area of the larger parcel is 9.375 acres while the submerged land area is 103.89 acres. The subject property encumbers only portions of the fastland area and therefore only the fastland area is considered the larger parcel in this appraisal assignment.

Fastland area of the Larger Parcel.



The Larger Parcel (Kaunakakai Harbor) contains 113.265 acres of gross land area according to the County of Maui Real Property Tax (RPT) Office. Utilizing the measuring feature of the County RPT website, it was estimated that 9.375 acres of the total 113.265 acres was fastland area, and the remaining 103.89 acres was submerged lands.

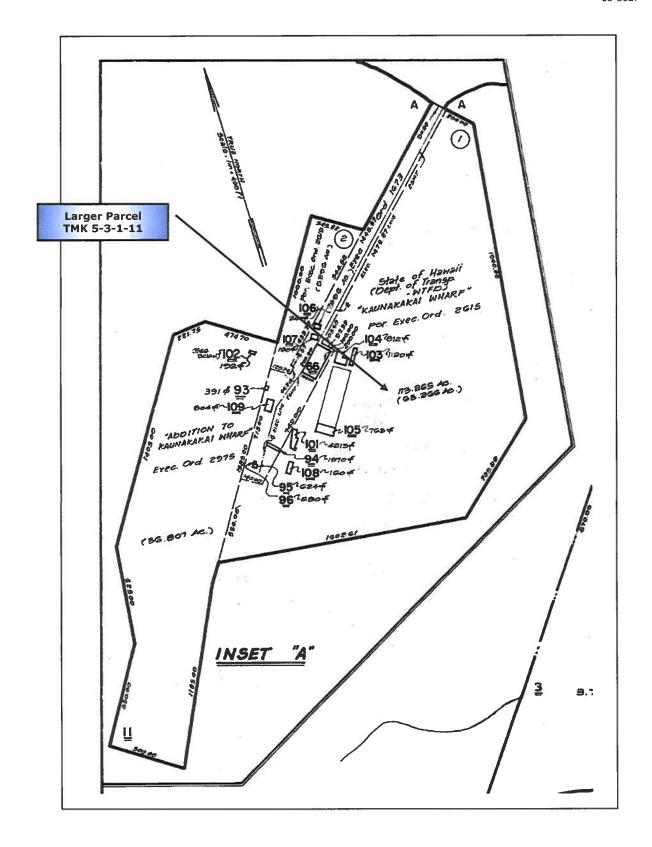


The fastland area of the larger parcel is described under the following sub-headings.

Tax Map Key (2) 5-3-001:011 Portion

Identification and Location	All that certain parcel of land being Governor's Executive Order No. 1673, situated at Kaunakakai Harbor, Hawaii. Kaunakakai Place, Kaunakakai Harbor Kaunakakai, Island of Molokai
Real Estate Assessment and Taxes (2018) - Total Parcel	Land: \$2,070,900 Improvements: \$1,397,600 Tax: \$0.00
Census Tract	0317.00
Owner of Record	State of Hawaii
5 Year Transaction History	No market transactions within the prior 5 years.
State Land Use Designation	State Land Use Urban District.
County Zoning	The present zoning of the subject parcel is Urban Interim.
Size, Shape (fastland area)	9.375 acres, irregular in shape. The northern boundary abuts Kaunakakai Place while the remaining boundaries are within the ocean.
Topography and Soil Conditions	Mixture of level areas and gentle sloping terrain. Soil is mixed dirt, rock and sand.
Access	Access is via Kaunakakai Place which is a paved public roadway servicing the Kaunakakai neighborhood.
	There were no readily apparent or known adverse conditions or encroachments affecting the subject site.
Encumbrances, Detrimental Conditions, Easements and Restrictions	No archeological, historical, engineering, soils, topographic, drainage, or wetland studies were provided to the Appraiser which may have an impact on the final value estimate. It is therefore assumed that there are no detrimental conditions concerning these factors which may influence the final value estimate.
Utilities	All public utilities are on site.
Flood Status	Based upon the Federal Insurance Rate Maps prepared by the Federal Insurance Administration and Federal Emergency Management Agency, the parcels is located within Map Number 1500030189F dated November 4, 2015, and 1500030190E, dated September 25, 2009, and located within Zone VE. Zone VE indicates areas determined to be within the coastal flood zone with velocity hazard (wave action).

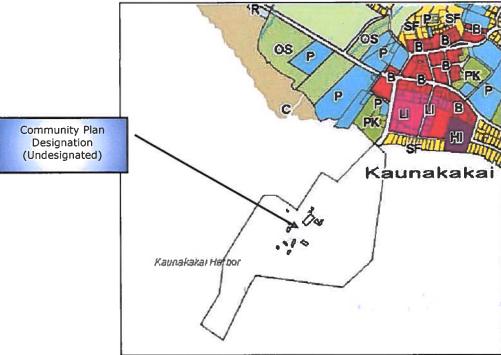






STATE LAND USE AND COMMUNITY PLAN MAPS OF THE SUBJECT PROPERTY



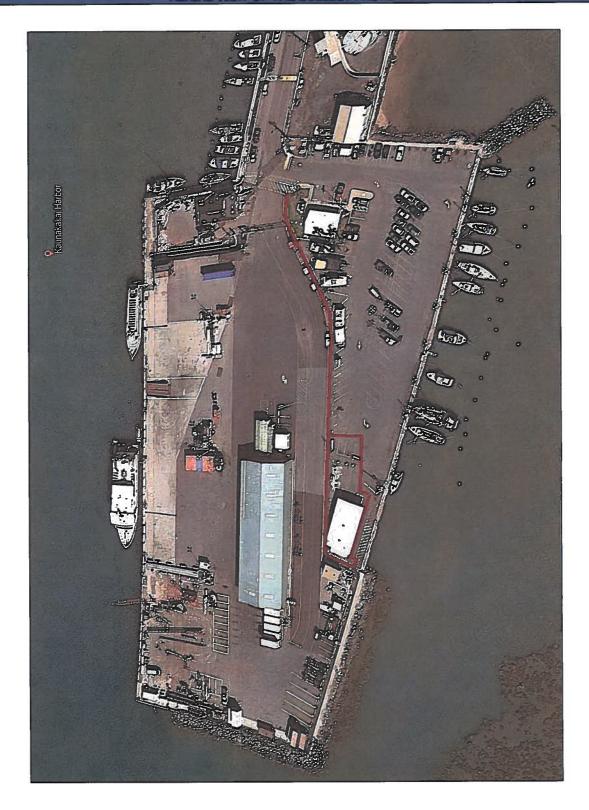




LEASE IDENTIFICATION AND DESCRIPTION

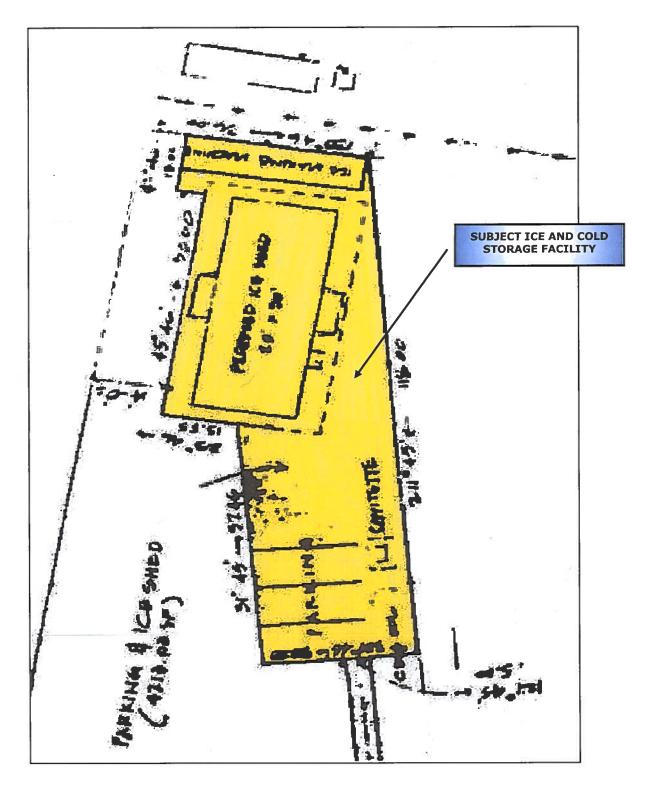
Lease Identification	Harbor Lease H-92-12		
Lessor	State of Hawaii, Department of Land and Natural Resources Division of Boating and Ocean Recreation		
Lessee	Molokai Ice House, Inc.		
Larger Parcel Tax Map Key			
Location	Kaunakakai Harbor, Molokai, Hawaii		
Lease Area Description	4,213 square foot fast (dry) land site; and 3,192 square foot electrical easement		
Lease Terms	35 years; commencing on April 1, 1992, ending on March 31, 2027. Current rent is \$2,125 per annum.		
Permitted Uses	The premises shall be used for the operation of an ice house for the manufacture, sale and the storage of bulk or packaged ice and the storage of fish and catches of the sea. The following activities shall be allowed: (a) Purchase and sale of fresh and frozen fish at both the wholesale and retail levels, subject to the following: (1) At least seventy percent (70%) of sales will be wholesale and (2) not more than thirty percent (30%) of the sales shall be retail. (b) Sale of chips, soft drinks, cigarettes, candies, packaged food and sandwiches either by counter service or the installation of vending machines. (c) Sale of fishing gear, lures, live and processed bait, batteries, spark plugs, fuel (tank truck), oil and lubricants, packaged soft drinks, packaged beer and wine for off-premise consumption and other fishing and commercial fishing boat equipment and supplies.		
Prohibited Uses	The LESSEE shall not use the premises to conduct the following activities: (a) A restaurant or fast food operation. (b) Ship construction, storage, repair or overhaul facility. (c) The sale, rental or servicing of scuba diving equipment, except sales under subparagraph 2c. (d) To do any act which results or may result in the creation or commission or maintenance of a nuisance on said premises. The LESSEE shall not cause or produce or permit to be caused or produced upon the premises, or to emanate therefrom, any noxious or objectionable smokes, gases, vapors and/or odors. (e) For any illegal purpose. (f) For temporary or permanent lodging or sleeping purposes. However, rest area for employees for their comfort and convenience during working hours is allowed and a security watch of not more than one (1) person is permitted during nonworking hours. (g) The sale or serving of any intoxicating beverage except to the extent permitted under subparagraph 2b.		

AERIAL VIEW OF THE SUBJECT PROPERTY



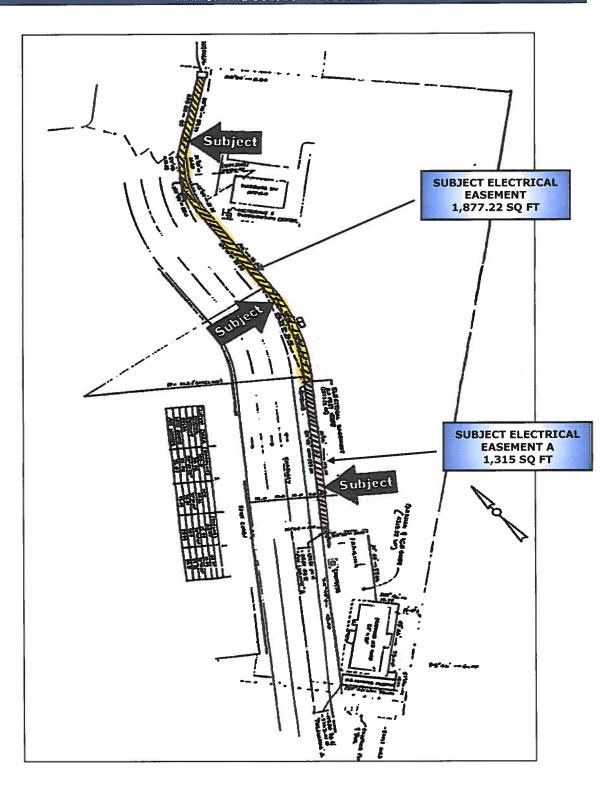


MAP OF THE SUBJECT PROPERTY





MAP OF THE SUBJECT EASEMENTS



DESCRIPTION OF THE SUBJECT PROPERTY

PARCEL L PROPOSED ICE SHED

All that parcel of land being a portion of Governor's Executive Order No. 1673, consisting of fast land, situated at Kaunakatai Harbor, Molokai, Hawaii, and more fully described as follows:

Beginning at the southwest former of this parcel of land the coordinates of said point being south 17,530.3% feet and west 5,263.01 feet, referred to Government Survey Triangulation Statical PPU LUAHINE", and running by azimuths measured clockwise from true south:

1.	2110	45	113.00	feet;
2.	3010	45'	30.60	feet;
3.	310	45'	57.46	feet;
4.	315°	46'	15.55	feet;
5.	450	46'	53.00	feet;
é.	315°	46'	6.00	feet;
7.	450	45'	13.00	feet;
9.	135°	46'	36.00	feet to the point of beginning and containing an area of 4,213 square feet.

FIVE-FOOT WIDE ELECTRICAL EASEMENT EASEMENT A

Beginning at the most southerly corner of this parcel of land, the coordinates of said point being south 17,437.91 feet and west 5,188.16 feet, referred to Government Survey Triangulation Station "PUU LUAHINE", and running by azimuths measured clockwise from true south:

1.	1210	45'	5.00	feet;
2.	2110	45'	172.33	feet;
3.	181°	45'	91.70	feet;
4.	3150	15'	6.89	feet;
5.	10	45'	88.30	feet;
ä.	31°	45'	173.67	feet to the point of beginning containing an area of 1,315 square feet.



FIVE-FOOT WIDE ELECTRICAL EASEMENT

Beginning at the southwest corner of this parcel of land, the coordinates of said point being south 17430.01 feet and west 5200.92 feet, referred to Government Survey Triangulation Station "PUU LUAHINE", and running by azimuths measured clockwise from true south:

211° 45' 123.00 feet; 1. Thence along same on a curve to left with a radius of 143 feet, the chord azimuth and distance being 196° 45' 74.02 feet; 181° 45' 76.00 feet; 3. Thence along same on a curve to right with a radius of 4. 48.50 feet, the chord azimuth and distance 196°45' 25.11 feet; 211° 45' 5. 17.00 feet; 230° 001 60.00 feet; 6. 313° 30' 5.03 feet; 7. 50° 00' 8. 59.77 feet; 31° 451 16.20 feet; Thence along same on a curve to left with radius of 43.50 10. feet, the chord azimuth and distance being 16° 45' 22.52 feet; 1° 451 11. 76.00 feet; Thence along same on a curve to the right with radius of 148 12. feet, the chord azimuth and distance being 16° 45' 76.61 feet; 31° 45' 13. 123.00 feet; 121° 45' 5.00 feet to the point of beginning 14. containing an area of 1877.22 square feet.