

House District(s) 30

Senate District(s) 16

THE TWENTY-NINTH LEGISLATURE
APPLICATION FOR GRANTS
CHAPTER 42F, HAWAII REVISED STATUTES

Log No:

For Legislature's Use Only

Type of Grant Request:

GRANT REQUEST – OPERATING

GRANT REQUEST – CAPITAL

"Grant" means an award of state funds by the legislature, by an appropriation to a specified recipient, to support the activities of the recipient and permit the community to benefit from those activities.

"Recipient" means any organization or person receiving a grant.

STATE DEPARTMENT OR AGENCY RELATED TO THIS REQUEST (LEAVE BLANK IF UNKNOWN): _____

STATE PROGRAM I.D. NO. (LEAVE BLANK IF UNKNOWN): _____

1. APPLICANT INFORMATION:

Legal Name of Requesting Organization or Individual:
Pacific Aviation Museum Pearl Harbor

Dba: Pacific Aviation Museum Pearl Harbor

Street Address: 319 Lexington Blvd, Historic Ford Island

Mailing Address: 319 Lexington Blvd, Honolulu, HI 96818

2. CONTACT PERSON FOR MATTERS INVOLVING THIS APPLICATION:

Name ELISSA LINES

Title Executive Director

Phone # (808) 445-9069

Fax # (808) 441-1019

E-mail elissa.lines@pacificaviationmuseum.org

3. TYPE OF BUSINESS ENTITY:

- NON PROFIT CORPORATION INCORPORATED IN HAWAII
- FOR PROFIT CORPORATION INCORPORATED IN HAWAII
- LIMITED LIABILITY COMPANY
- SOLE PROPRIETORSHIP/INDIVIDUAL
- OTHER _____

6. DESCRIPTIVE TITLE OF APPLICANT'S REQUEST:

Construct and install 5,000-sq-ft MathAlive! portable building education center structure on Pacific Aviation Museum Pearl Harbor grounds in October 2018.

4. FEDERAL TAX ID #:

5. STATE TAX ID #:

7. AMOUNT OF STATE FUNDS REQUESTED:

FISCAL YEAR 2019: \$ **250,000**

8. STATUS OF SERVICE DESCRIBED IN THIS REQUEST:

- NEW SERVICE (PRESENTLY DOES NOT EXIST)
- EXISTING SERVICE (PRESENTLY IN OPERATION)

SPECIFY THE AMOUNT BY SOURCES OF FUNDS AVAILABLE AT THE TIME OF THIS REQUEST:

STATE \$ _____

FEDERAL \$ _____

COUNTY \$ _____

PRIVATE/OTHER \$ 388,000

TIVE.

ELISSA LINES, EXECUTIVE DIRECTOR
NAME & TITLE

1/17/18
DATE SIGNED

JAN 18 2018
[Signature]

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Application for Grants

Please check the box when item/section has been completed. If any item is not applicable to the request, the applicant should enter "not applicable".

I. Background and Summary

This section shall clearly and concisely summarize and highlight the contents of the request in such a way as to provide the State Legislature with a broad understanding of the request. Please include the following:

A brief description of the applicant's background:

Pacific Aviation Museum Pearl Harbor (PAMPH) is an IRS 501(c)(3) tax-exempt nonprofit organization created in 1999. It established an aviation museum and education center on one of



America's only aviation battlefields so Hawaii's pivotal role in WWII could be accurately documented. It is located on Ford Island using Historic Landmark structures that survived the December 7, 1941 attack on Pearl Harbor.

The *mission* of Pacific Aviation Museum Pearl Harbor is to *develop and maintain an internationally-recognized aviation museum on Ford Island that educates young and old alike, honors aviators and their support personnel who defended freedom in the Pacific Region and preserves Pacific aviation history.*

PAMPH, along with the USS *Arizona* Memorial, Battleship *Missouri* Memorial, and USS *Bowfin*, is a proud member of the Pearl Harbor Historic Sites, a major tourist destination

for the state of Hawaii. Our Museum has welcomed over 2,000,000 visitors from all over the world since opening in December 2006.

To meet the evolving needs of our community, and our state, PAMPH provides programs and exhibits that honor the past, while inspiring our participants to imagine a future of innovation and opportunity. Historians, veterans, aviation enthusiasts, school and tour groups describe the Museum as a "must-see destination." TripAdvisor, one of the world's largest travel sites, ranks the Museum as one of the top ten aviation museums in America (out of 250 aviation museums).

Raytheon Company MathAlive!: Leaders in business, government and academia frequently express concern over the nation's ability to produce tomorrow's technical talent required to fuel innovation and assure American



competitiveness. Towards that end, it is imperative that our society engages and inspires today's students to remain interested in math and science so they have the opportunity to become the engineers and technology leaders of tomorrow.

In response to the national imperative to improve students' math and science education, the Raytheon Company launched MathAlive! This initiative is committed to increasing the interest of middle and elementary school students -- of all ages and backgrounds -- in math and science education by engaging them in hands-on, interactive Science, Technology, Engineering and Mathematics (STEM) activities.



A survey of America's middle school students indicated that nearly half of students aged 10 - 14 enjoy learning math outside of school, and consider hands-on activities their favorite method for experiencing new subject material.

MathAlive! is, therefore, designed to excite students by making real-world connections between math and the activities students already love to do. Through 40 unique, interactive

experiences, the exhibit takes math from its native form into the applied worlds of design, engineering, technology and science. It enables students and teachers to explore exciting STEM-powered activities, such as: designing video games; engineering cities of the future; and riding snowboards.

MathAlive!'s institutional collaborators include: NASA; National Council of Teachers of Mathematics; National Society of Professional Engineers; National Engineers Week Foundation; and Society of Women Engineers.

Freeman Foundation (Honolulu, HI): The foundation donated \$50,000 to provide bus transportation for 7,200 Hawaii school students to visit PAMPH for an experience that combines academia with exposure to sciences and life skills. Educators across the state speak to the value and impact of these experiences – they challenge, engage, and help young people envision the opportunities of their future. With the Freeman Foundation's help, many disadvantaged Hawaii youth will participate in this MathAlive! experience that they will long remember and may impact their future career interests.

The goals and objectives related to the request;

PAMPH's vision is to advance education and leadership opportunities for students in Hawaii, and beyond, by hosting the nation-renowned MathAlive! exhibit. It is the pioneering – *and highly-successful* – travelling STEM training model developed by the Raytheon Company and NASA.

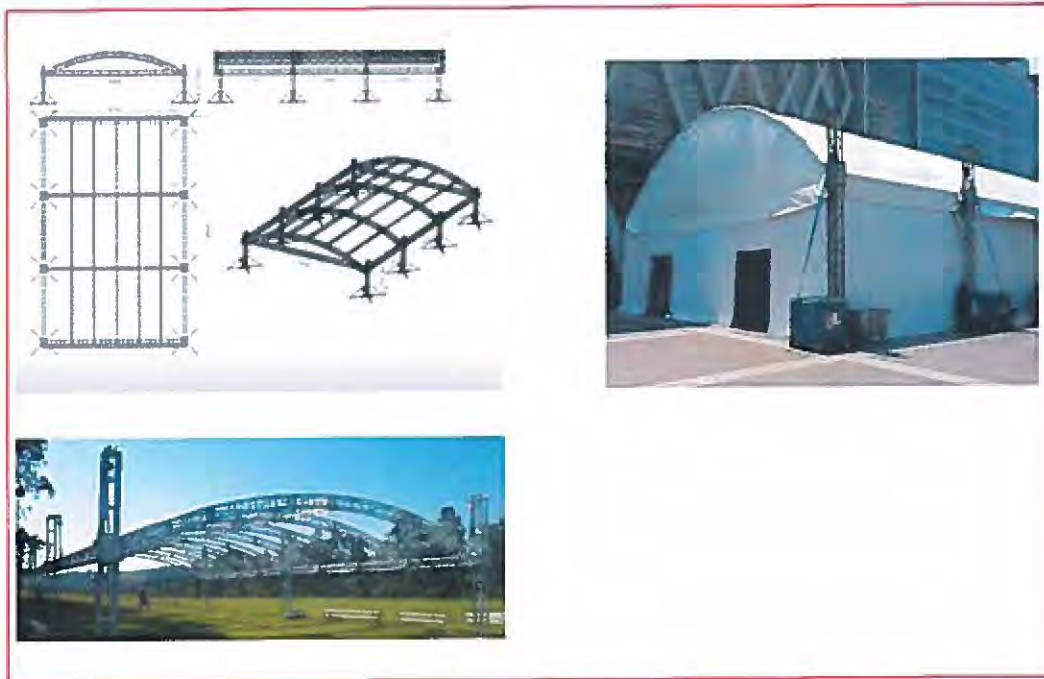
PAMPH's vision – *having this exhibit installed within the context of a National Historic Landmark site* - facilitates exploration of leadership, decision-making, and the “can-do” attitude that provides the foundation of our American culture.

We believe empowering our next Hawaii generation to lead, and take on future challenges, requires: 1) vastly improving their math and science competencies; and 2) strengthening their life skills – the values

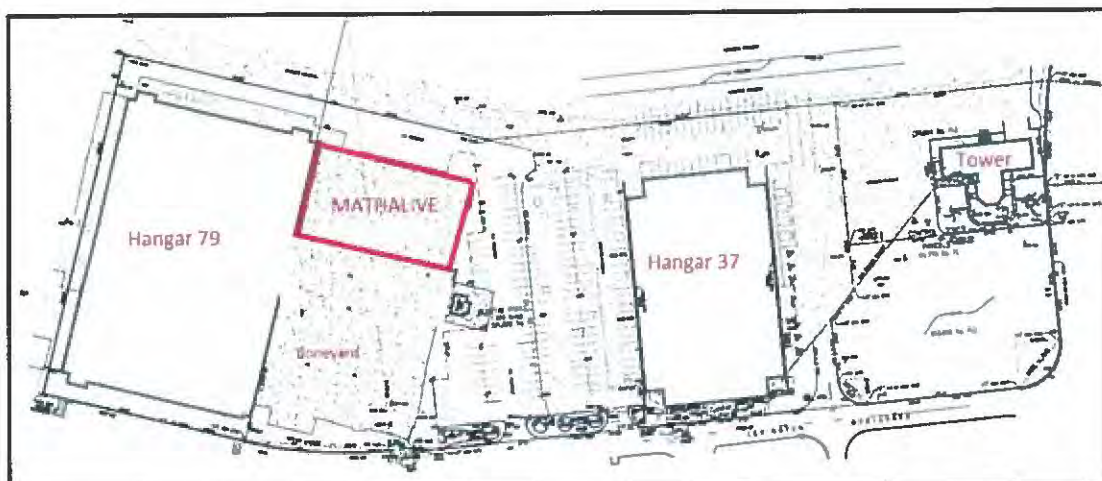
and character that guide decision-making. We will accomplish these goals by installing the renowned MathAlive! STEM activity exhibit in-between our two existing hangars.

Goals:

- Construct/install a 5,000-sq-ft MathAlive! portable building education center structure on PAMPH grounds in October 2018.



- Introduce a new generation of youth to a variety of STEM careers, including aviation-related professions.
- Increase student visits to PAMPH during the MathAlive! exhibit a minimum of 12%
- Provide a significantly expanded “classroom” to accommodate additional museum visitors for STEM training and education.
- Accommodate additional youth Field Trip programs concurrently.



Objectives:

- Encourage Hawaii students' interest in STEM subjects by making real-world connections between these subjects and the activities students already love to do.
- Enable Hawaii students, of various grade levels and capabilities, to enjoy fresh subject matter to complement the math they experience at school and at home.
- Spark the imagination of Hawaii students to reveal not only math at work, but the endless possibilities of math in their future lives.
- Inspire Hawaii students to remain interested in math and science so they have the opportunity to become the engineers and technology leaders of tomorrow.
- Using the MathAlive! exhibit to help families and students identify the real math behind what kids love most – video games, sports, fashion, music, robotics, and more.

The public purpose and need to be served;

It is in the interest of our island community, state, and nation to ensure that our historic site is preserved for serving current and future education needs. Our location provides an excellent venue for supporting the educational needs of K-12 students. *Last year alone, over 41,000 students were engaged through our on-site and outreach programs.*

PAMPH's role as a non-formal education partner is especially crucial for Hawaii's youth. We use our resources to advance learning for students throughout the state. PAMPH integrates the lessons of the past and individual stories of courage, bravery and leadership, with today's high-tech tools to stimulate young people's critical thinking and dialogue.

PAMPH's buildings, artifacts, and grounds combine to provide students an emotionally-charged experience. They are immersed in history and the advancement of technology that changed our world. The Museum's education programs introduce students to a wide range of career, and special interest opportunities. Our programming -- *delivered by aviation, aerospace, history, and math experts* -- enrich classroom learning, enhance critical thinking, communication, decision-making, and leadership skills.

Within our hangars, we are able to showcase the prominent role Hawaii has played in world affairs to a worldwide audience. Of particular significance is the ability of our programming to help students envision their own future. We not only introduce them to the myriad of careers in these technology fields that open to them, but to professionals employed in these fields. Bridging the gap between classroom learning and future career opportunity can be eye-opening for young learners, especially when role models and accomplished professionals in these careers are available as volunteers to deepen the impact of programming.

- a. Raytheon's MathAlive! travelling exhibit has been proven effective. Following national math and science standards, the exhibit empowers individual and team achievement, and advances competencies in key areas of math and science.
- b. By focusing on historical events and their impact, PAMPH promotes reverence and a commitment to finding alternative solutions to challenges and conflict. Additionally, we use tools that capture the

natural excitement generated by aviation, to engage young learners in the math and sciences of flight. When combined, these strengths enable us to inspire, prepare and focus student achievement.

Describe the target population to be served;

Many of Hawaii's youth often find limited education and career options. Sixty-five percent of Hawaii's 284 public schools are Title I schools and, therefore, have large concentrations of low-income students. These institutions, so overwhelmed in merely providing basic classroom tasks, are often unprepared to address combined skills' instruction. They, therefore, look to informal educational partners to supply the increasing need for advanced learning. PAMPH is uniquely positioned to partner with Hawaii's schools to address these critical learning deficiencies.

Museum programs immerse young people, especially those from underserved areas, in learning experiences that influence them immediately and impact their life choices as they mature. Aviation is a dynamic teaching tool, increasing student interest in and enthusiasm for the STEM fields.

Our programs serve public schools (focusing on underserved population groups), private schools, Scouting groups, and other youth organizations across Hawaii. Additionally, students from the mainland U.S., Singapore, Japan, China, New Zealand, Australia, Denmark, and Indonesia have participated in our education tours and programs

Describe the geographic coverage.

Though we place strong emphasis in serving school youth in Oahu and neighboring islands, our geographic impact is global. School groups, historians, veterans, aviation enthusiasts, and tourists visit the Museum from all over the world, including distant countries such as China, Denmark and Indonesia, the geographic coverage is virtually unlimited. Aside from the mainland U.S., our core visitor market comes from Japan, Korea, and Australia. *Last year alone, over 41,000 students were engaged through our on-site and outreach programs.*

II. Service Summary and Outcomes

The Service Summary shall include a detailed discussion of the applicant's approach to the request. The applicant shall clearly and concisely specify the results, outcomes, and measures of effectiveness from this request. The applicant shall:

Describe the scope of work, tasks and responsibilities;

Elissa Lines, Executive Director, will oversee, manage, and coordinate this entire project:

a. **June – August 2018**

Completion of preparation work

- i. Selection of Sprung Structure
- ii. Ground placement map
- iii. U.S. Navy approvals
- iv. Utilities plan (electric and HVAC)

b. **July – September 2018**

Structure Details

- i. Identify design/panel selection
- ii. Order and arrange shipment

- iii. Plan for installation
- c. August – October 2018
 - i. Execution plan
 - ii. Finalize installation plan
 - iii. Activate all elements
 - iv. Receive exhibit
 - v. Launch promotion
- d. October – June 2019
 - i. Open exhibit
 - ii. Welcome school groups
 - iii. Plan for dismantle
 - iv. Plan for continued structure use

Provide a projected annual timeline for accomplishing the results or outcomes of the service;

Timeline : Project will run from August 2018 – June 2019.

Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results;

The Museum’s Executive Director *Elissa Lines* ensures adherence to the budget, quality assurance, and project accountability. Director of Operations *Rafael Reyes* will oversee all other aspects of the project, including the bidding solicitation and tenders, cost estimate from blueprints and take offs, whether it be via traditional procurement, digital procurement, design-bid-build, or design-build methods. Mr. Reyes will work with contractors and vendors to compile a detailed work plan. Project progress will be monitored on a weekly or monthly basis, depending on the project components. Procurement policies will be obtained and reviewed by qualified staff. Should unforeseen developments surface, the problem(s) will be identified and corrective action be pursued and implemented concurrently with a careful budget review.

From inception to completion, records will be kept on file, including the bill of quantities and any discrepancies in contract documents. The Lines-Reyes team successfully implemented and completed earlier construction/renovation projects.

List the measure(s) of effectiveness that will be reported to the State agency through which grant funds are appropriated (the expending agency). The measure(s) will provide a standard and objective way for the State to assess the program's achievement or accomplishment. Please note that if the level of appropriation differs from the amount included in this application that the measure(s) of effectiveness will need to be updated and transmitted to the expending agency.

Effectiveness will be measured by tracking progress towards the established goals and objectives. Calendar Benchmarks have been projected in the area of construction and build-out. These will be actively tracked and used to measure impact and success. The ultimate effectiveness measure will be the: 1) completion of the MathAlive! structure; 2) number of youth and adults that visit the MathAlive! STEM-related training; and 3) increased number of youth and adults we able to accommodate once the exhibit moves to its next destination. All invoices, payment receipts, and lists of project-related construction work carried out will be kept on file for evaluation. “Before” and “After” photos will also be provided to gauge the impact.

III. Financial

Budget

- The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
- a. Budget request by source of funds ([Link](#))
 - b. Personnel salaries and wages ([Link](#))
 - c. Equipment and motor vehicles ([Link](#))
 - d. Capital project details ([Link](#))
 - e. Government contracts, grants, and grants in aid ([Link](#))

Work to be done:

MathAlive Exhibit Purchase (Sprung 5,000-sq-ft portable structure)	199,000
Raytheon Company (Transporting MathAlive exhibit from mainland to Hawaii)	150,000
MathAlive Exhibit Electrical Services	82,000
Sprung Structure Flooring	59,000
Sprung Flooring Shipment	20,000
Ground Preparation	20,000
Sprung Flooring Installation	28,000
MathAlive Lighting	30,000
Freeman Foundation (Buses for 7,200 Hawaii Title I school students field trips)	50,000
Total Project Cost	638,000

- The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2019.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
250,000				

- The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2019.

Takitani Foundation: \$ 10,000 (received)
 Freeman Foundation: \$ 50,000 (received)
 Raytheon Foundation: \$150,000 (pledged)

- The applicant shall provide a listing of all state and federal tax credits it has been granted within the prior three years. Additionally, the applicant shall provide a listing of all state and federal tax credits they have applied for or anticipate applying for pertaining to any capital project, if applicable.

We have received no federal, state or county government contracts for this program.

The applicant shall provide a listing of all federal, state, and county government contracts, grants, and grants in aid it has been granted within the prior three years and will be receiving for fiscal year 2019 for program funding.

2018 GIA:	\$ 400,000	Creating Aviation Learning Lab At PAMPH
2017 GIA:	\$ 250,000	Ford Island Control Tower Elevator
2016 GIA:	\$ 180,000	PAMPH Education Programs
2015 GIA:	\$ 150,000	Ford Island Control Tower's Aerological Tower

The applicant shall provide the balance of unrestricted current assets as of December 31, 2017.

Included in application package

IV. Experience and Capability

Necessary Skills and Experience

The applicant shall demonstrate that it has the necessary skills, abilities, knowledge of, and experience relating to the request. State your experience and appropriateness for providing the service proposed in this application. The applicant shall also provide a listing of verifiable experience of related projects or contracts for the most recent three years that are pertinent to the request.

Pacific Aviation Museum Pearl Harbor opened its doors to the public in December 2006. In 11 years we have welcomed 2,000,000 visitors from all over the world. It took the coming together of community leaders, military, business, and national officials to salvage the historic Ford Island Control Tower and the hangars that survived the 1941 Pearl Harbor attack from decay and oblivion.

With widespread support, the Museum has not only grown into one of Hawaii's premier tourist destinations, it also provides an exceptional educational experience linking history with aviation science and technology and a reason for all Hawaii residents to be proud of our State history.

The monumental work to stabilize the Ford Island Control Tower and renovate its exterior began in January 2011. The project was successfully completed 12 months later with a dedication ceremony on December 7, 2011, in time for the Pearl Harbor 70th Anniversary Ceremonies. The Control Tower now stands as a symbol of peace, ensuring that the historic events that occurred on Ford Island are honored and cherished.

We are uniquely positioned to draw from our well-established partnerships with the Pearl Harbor Historic Sites, local educational, state, community, cultural, military and business organizations to make our resources accessible to provide further learning opportunities for all generations.

Pacific Aviation Museum Pearl Harbor: The Museum's Executive Director *Elissa Lines* will ensure adherence to the budget, quality assurance, and project accountability.

Raytheon Company: a major U.S. defense contractor and industrial corporation with core concentrations in military and commercial electronics, will provide the MathAlive! exhibit.

Sprung Company: Sprung has designed and patented a fabric membrane technology that not only outperforms other building alternatives, but also delivers rapid construction capabilities, total design flexibility, exceptional durability and longevity, and lower overall project costs.

Facilities

The applicant shall provide a description of its facilities and demonstrate its adequacy in relation to the request. If facilities are not presently available, describe plans to secure facilities.

Pacific Aviation Museum Pearl Harbor, located on historic Ford Island, was built on hallowed ground to honor the lives lost and the sacrifices made to defend our nation which came under attack in December 1941. It is not just a Museum to preserve history it also provides an interesting 100,000 sq. ft. meeting venue for populations of all ages and nationalities. The facilities are frequently used for gatherings of various sizes, including: conferences; meetings; ceremonies; galas; cocktail receptions; and parties.

Hangar 37: is a 42,000 sq. ft. former seaplane hangar that survived the December 7, 1941 attack. It is the first stop for Museum visitors and features world-class aircraft exhibits, including: a Japanese Zero; a B-25B Mitchell similar to one used in the Doolittle Raid (April 1942); and a Stearman N2S-3 in which former President George H.W. Bush soloed. The Hangar provides over 7,000 square feet of functional space against a backdrop of vintage 1940s décor.

Education Center/Flight Lab: A 2,300 sq. ft. multi-functional space ideal for meetings, lectures, workshops, and social events. The adjacent Flight Simulator Lab provides a perfect backdrop for team-building, entertainment or simply a break from long meetings and/or conferences.

Museum Theater: A multi-functional 200-seat theater is also part of Hangar 37. It features integrated sound, lighting, and projection systems; and can be used for lectures, presentations, meetings, and screening films. There is also a 250 sq. ft. semi-private mini-theater, with a video screen and DVD player, for small group presentations of up to 15 people.

Hangar 79: This 86,000 sq. ft. facility reflects the latter years of WWII, and subsequent years. It includes exhibits on the Battle of Midway and the Korean War's MiG Alley, showcasing the Soviet MiG-15 and the U.S. F-86 Sabre aircraft. It also displays many other aircraft that played vital roles during the Vietnam War. The huge hangar, with bullet holes from the 1941 Pearl Harbor attack still intact, provides 32,000 sq. ft. of event space.

Ford Island Control Tower: The complex is the Museum's centerpiece. The Aerological Tower was the control cab prior to -- and during -- the Pearl Harbor attack. This was the location of the first broadcast warning of the attack on December 7, 1941.

All facilities meet ADA requirements, with the exception of the Control Tower complex which is still under restoration.

V. Personnel: Project Organization and Staffing

Proposed Staffing, Staff Qualifications, Supervision and Training

The applicant shall describe the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. The applicant shall provide the qualifications and experience of personnel

for the request and shall describe its ability to supervise, train and provide administrative direction relative to the request.

PAMPH has 48 full-time and 22 part-time employees and more than 367 dedicated active volunteers, ranging from docent tour guides to aircraft restoration specialists.

PAMPH's contacts and partnerships extend across a wide spectrum of community, national, and international relationships that have been forged over the years.

Our governance, strategic planning, and oversight are provided by: an enthusiastic 35-member Board of Directors; an Advisory Board of 21 members, comprised of senators, highly-successful businessmen and businesswomen; and many distinguished individuals from the United States Air Force, Navy, Marine Corps and Army.

The Museum's Board of Directors is chaired by *Clinton R. Churchill*, Trustee of the Estate of James Campbell, and former Commander of the Hawaii Air National Guard, serves as the President of the Museum. Mr. Churchill has more than 45 years of business experience in addition to having chaired six other non-profit organizations.

The Museum is led by Executive Director *Elissa Lines*. Before coming to Pacific Aviation Museum Pearl Harbor, Ms. Lines served as the V.P. for Donor and Business Relations for EAA (Experimental Aircraft Association) in Oshkosh, Wisconsin. She was responsible for philanthropy, advertising, exhibitor revenue, and sponsorship, a combined \$14 million annual revenue stream. Revenue doubled under her leadership and a signature fundraising event that grew national recognition was launched. The Gathering of Eagles became a \$2.5 million annual event designed to support youth education. She achieved her private pilot's license while working for the EAA and joined the PAMPH team in 2014 to assist the organization in completing its master plan.

Organization Chart

The applicant shall illustrate the position of each staff and line of responsibility/supervision. If the request is part of a large, multi-purpose organization, include an organization chart that illustrates the placement of this request.

Chart is included in application package

Compensation

The applicant shall provide the annual salaries paid by the applicant to the three highest paid officers, directors, or employees of the organization by position.

Executive Director:	Elissa Lines	\$ 203,000
Operations Director:	Open	\$ 130,000
Education Director:	Shauna Tonkin	\$ 90,200

VI. Other

Litigation

The applicant shall disclose any pending litigation to which they are a party, including the disclosure of any outstanding judgement. If applicable, please explain.

Pacific Aviation Museum Pearl Harbor has no pending litigation nor outstanding judgments.

Licensure or Accreditation

The applicant shall specify any special qualifications, including but not limited to licensure or accreditation that the applicant possesses relevant to this request.

Pacific Aviation Museum Pearl Harbor completes the Pearl Harbor Historic Sites along with the USS *Arizona* Memorial, the Battleship *Missouri* Memorial, and the USS *Bowfin*. In June 2012, our Museum was recognized as a Smithsonian affiliate, and continues to be one of the 200 partners within the family of the world's largest museum and research complex. The Museum is also: an affiliate with the Naval Aviation Museum in Pensacola, FLA, and USAF Museum in Dayton, Ohio; and partners with the U.S. Naval Academy STEM Center.

Private Educational Institutions

The applicant shall specify whether the grant will be used to support or benefit a sectarian or non-sectarian private educational institution. Please see Article X, Section 1. of the State Constitution for the relevance of this question.

Not applicable

Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2018-19 the activity funded by the grant if the grant of this application is:

(a) Received by the applicant for fiscal year 2018-19, but

(b) Not received by the applicant thereafter.

Through various fundraising activities since 2007, our Museum's education programs have grown continuously with support from private foundations, charities, and individuals. Increasing access to our programs for underserved communities and schools is a vital part of our mission. We will continue to pursue this goal after the funding period ends. This GIA grant will increase access to these programs for youth from many of Hawaii's underserved communities and schools. Long-term plans/efforts are in place to continue reaching more youth and individuals with our programs to enrich their STEM interests.

Certificate of Good Standing (If the Applicant is an Organization)

If the applicant is an organization, the applicant shall submit one (1) copy of a certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2017.

Included in application package

Declaration Statement

The applicant shall submit a declaration statement affirming its compliance with Section 42F-103, Hawaii Revised Statutes. ([Link](#))

Attached

Public Purpose

The applicant shall specify whether the grant will be used for a public purpose pursuant to Section 42F-102, Hawaii Revised Statutes. ([Link](#))

Attached

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2018 to June 30, 2019

App Pacific Aviation Museum Pearl Harbor

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
A. PERSONNEL COST				
1. Salaries				
2. Payroll Taxes & Assessments				
3. Fringe Benefits				
TOTAL PERSONNEL COST				
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies				
7. Telecommunication				
8. Utilities				
9. Planning				200,000
10. Capital Costs	250,000			188,000
11.				
12.				
13.				
14.				
15.				
16.				
17.				
18.				
19.				
20.				
TOTAL OTHER CURRENT EXPENSES	250,000			388,000
C. EQUIPMENT PURCHASES	0			
D. MOTOR VEHICLE PURCHASES	0			
E. CAPITAL	250,000			
TOTAL (A+B+C+D+E)	250,000			388,000
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	250,000	Elissa Lines	(808) 445-9069	
(b) Total Federal Funds Requested		Name (Please Print)	Phone	
(c) Total County Funds Requested		Elissa Lines	1/17/2018	
(d) Total Private/Other Funds Requested	388,000	Signature of Authorized Official	Date	
TOTAL BUDGET	638,000	Elissa Lines	Executive Director	
		Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2018 to June 30, 2019

Pacific Aviation Museum Pearl Harbor

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				
JUSTIFICATION/COMMENTS:				

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2018 to June 30, 2019

Pacific Aviation Museum Pearl Harbor

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
N/A			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				

JUSTIFICATION/COMMENTS:

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				

JUSTIFICATION/COMMENTS:

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2018 to June 30, 2019

Pacific Aviation Museum Pearl Harbor

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2016-2017	FY: 2017-2018	FY:2018-2019	FY:2018-2019	FY:2019-2020	FY:2020-2021
PLANS			200000			
LAND ACQUISITION						
DESIGN						
CONSTRUCTION			438000			
EQUIPMENT						
TOTAL:			638,000			
JUSTIFICATION/COMMENTS:						
Please see attached sheet for Justification comments for the GIA 2018 - 2019 request						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

App Pacific Aviation Museum Pearl Harbor

Contracts Total: 980,000

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1	2018 GIA	10/17 - 9/18	State Legislature	Hawaii State	400,000
2	2017 GIA	10/16 - 9/17	State Legislature	Hawaii State	250,000
3	2016 GIA	10/15 - 9/16	State Legislature	Hawaii State	180,000
4	2015 GIA	10/15 - 9/15	State Legislature	Hawaii State	150,000
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**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAII REVISIED STATUTES**

The undersigned authorized representative of the applicant certifies the following:

- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant is awarded;
 - b) Complies with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
 - c) Agrees not to use state funds for entertainment or lobbying activities; and
 - d) Allows the state agency to which funds for the grant were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant.

- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided.

- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
 - b) Has a governing board whose members have no material conflict of interest and serve without compensation.

Pursuant to Section 42F-103, Hawaii Revised Statutes, for grants used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant was awarded and disposes of the land in fee simple or by lease, the organization shall negotiate with the expending agency for a lump sum or installment repayment to the State of the amount of the grant used for the acquisition of the land.

Further, the undersigned authorized representative certifies that this statement is true and correct to the best of the applicant's knowledge.

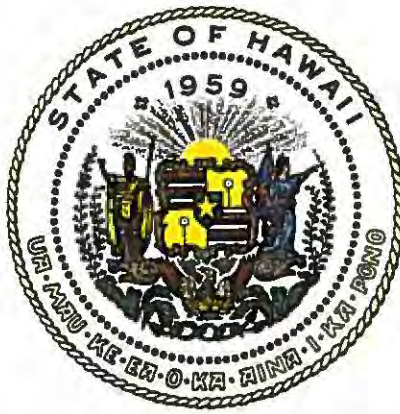
Pacific Aviation Museum Pearl Harbor
(Typed Name of Individual or Organization)



1/16/2018
(Date)

Elissa Lines
(Typed Name)

Executive Director
(Title)



Department of Commerce and Consumer Affairs

CERTIFICATE OF GOOD STANDING

I, the undersigned Director of Commerce and Consumer Affairs of the State of Hawaii, do hereby certify that

PACIFIC AVIATION MUSEUM PEARL HARBOR

was incorporated under the laws of Hawaii on 08/11/1998 ; that it is an existing nonprofit corporation; and that, as far as the records of this Department reveal, has complied with all of the provisions of the Hawaii Nonprofit Corporations Act, regulating domestic nonprofit corporations.



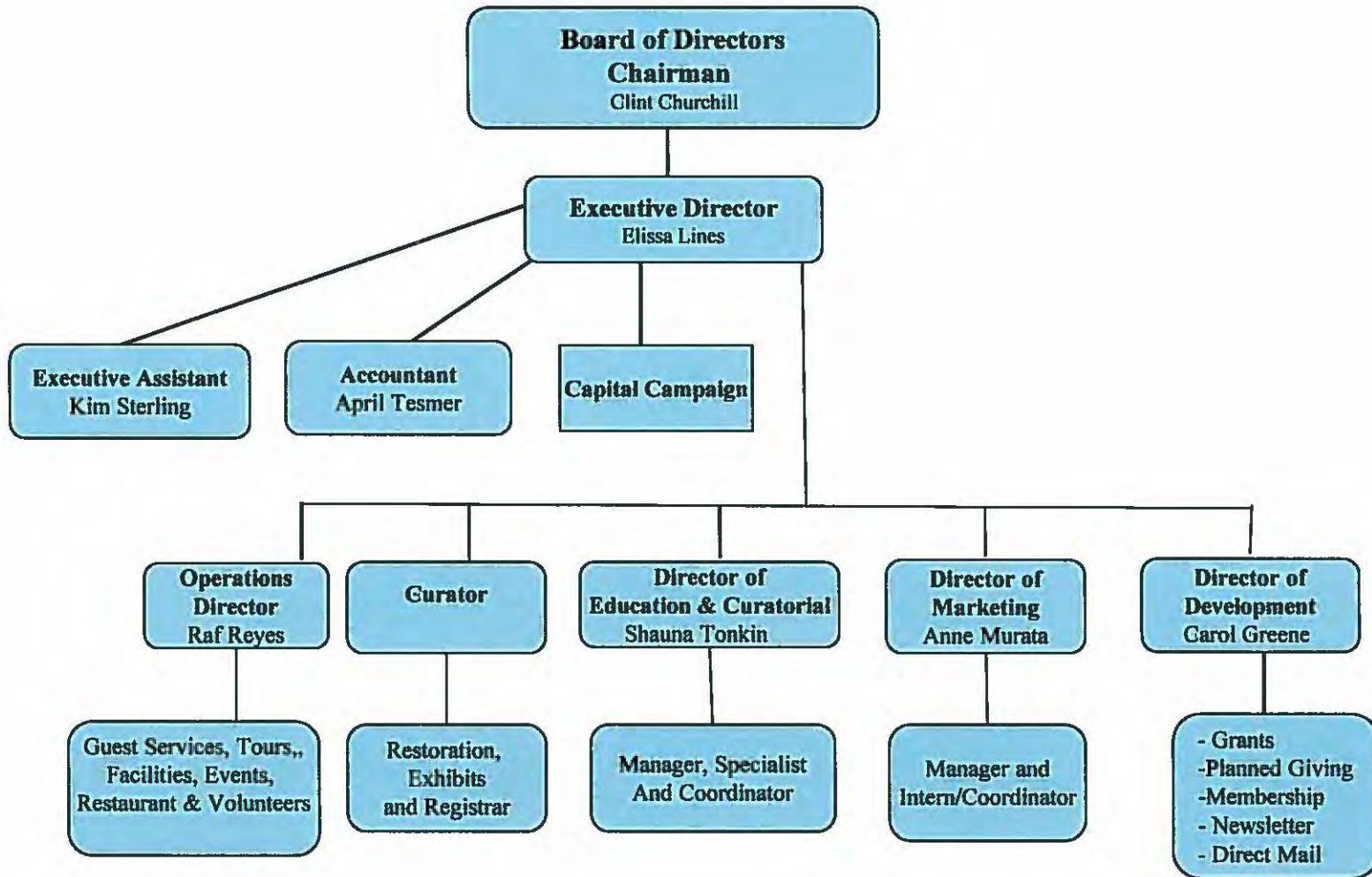
IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Department of Commerce and Consumer Affairs, at Honolulu, Hawaii.

Dated: January 10, 2018

Director of Commerce and Consumer Affairs



Organization Chart



Pacific Aviation Museum Pearl Harbor
Statement of Financial Position-COMPARATIVE
December 31, 2017 and 2016

	2017	2016
ASSETS		
Current Assets		
Cash unrestricted	\$ 1,312,240.10	\$ 1,856,427.35
Cash temp. restricted	1,619,743.94	827,167.30
BOH-Institutional Inv.	25,278.76	25,106.65
Scholarship fund	116,900.80	110,854.29
Pledge receivable, net	344,957.10	813,448.52
Accounts receivable-operations	514,455.67	643,670.81
Grant receivable	0.00	33,334.00
	<u>3,933,576.37</u>	<u>4,310,008.92</u>
Property and Equipment		
Museum fixed assets & equip.	18,621,901.47	17,993,100.18
Accumulated depreciation	(4,408,470.02)	(3,876,091.34)
Collections	8,293,951.91	8,000,360.56
	<u>22,507,383.36</u>	<u>22,117,369.40</u>
Other Assets		
Grant receivable	0.00	500,000.00
Other assets	214,931.30	133,092.91
	<u>214,931.30</u>	<u>633,092.91</u>
Total Other Assets	<u>214,931.30</u>	<u>633,092.91</u>
Total Assets	<u>\$ 26,655,891.03</u>	<u>\$ 27,060,471.23</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Note payable-short term	\$ 0.00	\$ 1,150,000.00
Accounts payable	212,268.70	748,052.97
Other current liabilities	356,280.66	510,258.47
	<u>568,549.36</u>	<u>2,408,311.44</u>
Long-Term Liabilities		
Security Deposit - Catering	8,000.00	8,000.00
Notes payable	1,150,000.00	1,150,000.00
Capital lease obligation	10,000.08	0.00
Less curr mat-Long term debt	0.00	(1,150,000.00)
	<u>1,168,000.08</u>	<u>8,000.00</u>
Total Long-Term Liabilities	<u>1,168,000.08</u>	<u>8,000.00</u>
Total Liabilities	<u>1,736,549.44</u>	<u>2,416,311.44</u>
Net Assets		
Net assets	24,644,249.79	23,004,298.18
Excess revenues over expenses	275,091.80	1,639,861.61
	<u>24,919,341.59</u>	<u>24,644,159.79</u>
Total Capital	<u>24,919,341.59</u>	<u>24,644,159.79</u>
Total Liabilities & Net Assets	<u>\$ 26,655,891.03</u>	<u>\$ 27,060,471.23</u>

Pacific Aviation Museum Pearl Harbor
Statement of Activity
For the period ending December 31, 2017

	Operations	Development	Property	Total
REVENUES & SUPPORT				
Museum - Earned Revenues	\$ 5,403,923.82	0.00	0.00	\$ 5,403,923.82
Perm Restricted Contribution	0.00	112,425.00	0.00	112,425.00
Temp restricted-pledges	0.00	45,000.00	0.00	45,000.00
Temp Restricted-Indiv.	0.00	138,415.80	500.00	138,915.80
Temp Restricted-Corp.	0.00	55,000.00	0.00	55,000.00
Temp Restricted-Foundations	0.00	25,000.00	0.00	25,000.00
Contributions-unrestricted	0.00	429,220.51	0.00	429,220.51
Veterans/civic group	0.00	1,506.26	0.00	1,506.26
Dinner-Auction/Others	0.00	149,705.00	0.00	149,705.00
Contributions - Benefit Dinner	0.00	46,135.00	0.00	46,135.00
In-kind contributions	0.00	360,060.00	0.00	360,060.00
State/other grant revenues	0.00	163,565.93	0.00	163,565.93
Other grant revenues	0.00	251,495.00	0.00	251,495.00
Restaurant sales-PAM	1,058,847.56	0.00	0.00	1,058,847.56
Rest-Inter Dept Disc/Comps	25,187.75	0.00	0.00	25,187.75
Membership	0.00	144,305.88	0.00	144,305.88
Special Event-Vets	0.00	27,100.00	0.00	27,100.00
Special events-Development	0.00	131,485.00	0.00	131,485.00
Anniv. event-Benefit dinner	0.00	248,350.00	0.00	248,350.00
Interest income	0.00	0.00	16.75	16.75
Dividends	0.00	0.00	6,544.35	6,544.35
Gain/loss on stock	0.00	0.00	(186.14)	(186.14)
Gain/Loss on stock	0.00	(214.35)	0.00	(214.35)
Unrealized gain/loss endowment	0.00	0.00	(166.19)	(166.19)
Total Revenues & Support	<u>6,487,959.13</u>	<u>2,328,555.03</u>	<u>6,708.77</u>	<u>8,823,222.93</u>
Expenses				
Salaries and wages	2,218,447.06	578,554.59	0.00	2,797,001.65
Payroll taxes	192,989.15	42,166.96	0.00	235,156.11
Media-In Kind	0.00	288,443.06	0.00	288,443.06
Bank and finance charges	102,803.09	0.00	2,195.67	104,998.76
Board expenses	1,591.69	0.00	0.00	1,591.69
Commissions & incentives	117,647.15	0.00	0.00	117,647.15
Dues and subscriptions	21,355.74	3,822.58	0.00	25,178.32
Depreciation	13,546.92	0.00	518,831.76	532,378.68
Education and seminars	7,372.11	4,012.88	0.00	11,384.99
Employee benefit	352,712.17	67,502.09	0.00	420,214.26
Entertainment	15,982.16	10,670.70	0.00	26,652.86
Marketing-Collateral	21,727.31	0.00	0.00	21,727.31
Fundraising and development	0.00	6,605.25	0.00	6,605.25
Fundraising and development	0.00	179.17	0.00	179.17
Development-Dir. mail	0.00	55,582.83	0.00	55,582.83
Interest expense	0.00	0.00	65,455.46	65,455.46
Insurance	41,687.25	0.00	87,998.16	129,685.41
Membership expenses	0.00	28,776.84	0.00	28,776.84
Museum supplies	3,845.90	0.00	2,091.66	5,937.56
Office expense	82,777.68	12,017.40	0.00	94,795.08
Postage	7,548.79	15,376.97	0.00	22,925.76
Printing	18,617.47	23,213.99	0.00	41,831.46
Marketing	396,456.29	0.00	0.00	396,456.29
Professional services	431,420.26	164,244.01	18,118.42	613,782.69
Programs - Education	327,920.72	0.00	0.00	327,920.72
Rent	0.00	0.00	43,934.04	43,934.04
Repairs and maintenance	110,691.54	0.00	5,168.53	115,860.07
Special events	0.00	534,510.88	0.00	534,510.88
Private Events	20,534.22	0.00	0.00	20,534.22
Supplies	473,476.28	49,799.29	0.00	523,275.57
Taxes-General Excise	73,508.35	19,122.97	0.00	92,631.32
Telephone	117,131.12	1,531.16	0.00	118,662.28
Travel	50,840.76	24,019.81	3,662.12	78,522.69
Travel-Shuttle	308,307.57	0.00	0.00	308,307.57
Utilities	339,583.13	0.00	0.00	339,583.13
Total Expenses	<u>5,870,521.88</u>	<u>1,930,153.43</u>	<u>747,455.82</u>	<u>8,548,131.13</u>
Excess Revenues over Expenses	<u>\$ 617,437.25</u>	<u>398,401.60</u>	<u>(740,747.05)</u>	<u>\$ 275,091.80</u>

Pacific Aviation Museum Pearl Harbor
Statement of Activity-COMPARATIVE
Compared with Budget and Prior Period
For the Month and Twelve Months ending December 31, 2017 and 2016

	Current Month Actual	Current Month Budget	Y-T-D Actual	Y-T-D Budget	Prior Year Month	Prior Year Y-T-D
Revenues						
State/other grant revenues	\$ 20,663.10	\$ 20,833.37	\$ 163,565.93	\$ 250,000.00	166,410.25	626,426.31
Perm restricted contribution	0.00	0.00	0.00	0.00	0.00	500.00
Perm Restricted Contribution	4,325.00	0.00	112,425.00	0.00	0.00	0.00
Membership	24,113.04	14,583.37	144,305.88	175,000.00	17,233.00	150,562.29
In Kind Contributions	15,550.00	18,333.37	360,060.00	220,000.00	13,900.00	145,268.70
Interest income	0.39	0.00	16.75	0.00	(10.76)	1.48
Dividends	19.89	0.00	6,544.35	0.00	40.22	6,451.29
Special Event-Vets	0.00	0.00	27,100.00	0.00	0.00	0.00
Special Events-NC	0.00	4,166.74	0.00	50,000.00	237,589.54	249,775.04
Special events-Development	170.00	6,666.74	131,485.00	80,000.00	0.00	72,183.40
Anniv event-Benefit dinner	48,400.00	150,000.00	248,350.00	600,000.00	112,675.00	491,987.50
Museum store	30,416.91	23,333.37	266,800.97	280,000.00	44,147.11	273,923.21
Museum fees	396,899.07	498,200.00	4,499,610.38	4,700,000.00	474,853.56	4,308,929.01
Aviator	7,032.50	7,500.00	98,768.00	90,000.00	10,091.50	86,657.50
Private Events	19,895.77	22,916.63	307,870.26	275,000.00	18,655.66	125,703.70
Simulator revenues	7,025.00	7,500.00	89,126.00	90,000.00	8,967.00	84,996.00
Education programs	3,870.00	10,833.37	141,748.21	130,000.00	4,202.43	106,593.94
Restaurant sales-PAM	93,565.47	89,166.74	1,058,847.56	1,070,000.00	89,196.93	989,913.65
Rest-Inter Dept Disc/Comps	2,378.50	0.00	25,187.75	0.00	2,288.25	39,845.89
Gain/Loss on Sale of Asset	0.00	0.00	0.00	0.00	(143.68)	(143.68)
Gain/loss on stock	0.00	0.00	(186.14)	0.00	(147.13)	(147.13)
Gain/Loss on stock	0.00	0.00	(214.35)	0.00	0.00	115.95
Unrealized gain/loss endowment	53.77	0.00	(166.19)	0.00	1,846.07	1,410.00
Unrestricted	0.00	312,600.00	0.00	1,042,000.00	0.00	0.00
Contributions - unrestricted	109,858.62	25,000.00	429,220.51	300,000.00	80,885.55	235,984.54
Temp restricted-pledges	25,000.00	75,000.00	45,000.00	250,000.00	27,500.00	27,500.00
Corporations	0.00	300,000.00	11,495.00	1,000,000.00	0.00	0.00
Grant-Foundations & other	160,000.00	45,000.00	240,000.00	150,000.00	0.00	169,157.00
Veterans/civic group	0.00	833.37	1,506.26	10,000.00	0.00	0.00
Dinner-Auction/Others	146,205.00	150,000.00	149,705.00	150,000.00	282,940.00	282,940.00
Contributions - Benefit Dinner	7,175.00	10,000.00	46,135.00	200,000.00	4,143.00	107,973.00
Temp Restricted-BOD	0.00	450.00	0.00	1,500.00	0.00	0.00
Temp Restricted-Indiv	500.00	0.00	500.00	0.00	0.00	0.00
Temp Restr-Arml appeals/Ind	92,012.05	15,000.00	138,415.80	50,000.00	249,377.75	425,852.12
Temp Restricted-Corp.	0.00	150,000.00	55,000.00	500,000.00	21,000.00	205,000.00
Temp Restr-Grants,Found.,Gov	0.00	450,000.00	25,000.00	1,500,000.00	50,000.00	261,000.00
Temp Restr-Tribute, Other	0.00	0.00	0.00	0.00	1,333.33	153,167.33
Temp Restr - Vets/Civics	0.00	0.00	0.00	0.00	44.07	4,743.24
Total Revenues	1,215,129.08	2,407,917.07	8,823,222.93	13,163,500.00	1,919,018.65	9,634,271.28
Expenses						
Bank and finance charges	9,589.57	9,416.63	104,998.76	113,000.00	6,408.51	99,522.50
In Kind Contributions	15,550.00	18,333.37	288,443.06	220,000.00	13,900.00	143,238.70
Pledge write-down	0.00	0.00	0.00	0.00	5,125.00	21,700.00
Board expenses	0.00	333.37	1,591.69	4,000.00	900.00	3,369.50
Comissions & incentives	9,793.40	11,000.11	117,647.15	132,000.00	8,161.01	117,099.40
Dues and subscriptions	1,004.24	1,364.59	25,178.32	16,372.00	405.00	12,561.64
Depreciation expense	44,364.89	42,083.37	532,378.68	505,000.00	50,224.88	506,824.54
Education and seminar	90.00	1,416.96	11,384.99	17,000.00	1,438.22	7,113.08
Employee benefit	38,819.79	38,583.48	420,214.26	463,000.00	20,420.02	345,168.62
Interest expense	6,104.45	5,833.37	65,455.46	70,000.00	0.00	49,663.59
Insurance expenses	12,827.06	8,083.37	129,685.41	97,000.00	25,743.84	106,195.84
Membership expenses	210.31	1,250.00	28,776.84	15,000.00	115.80	8,978.95
Office expenses	9,795.46	13,433.59	213,457.36	161,200.00	20,087.49	201,004.08
Marketing	48,250.81	36,208.70	396,456.29	434,500.00	97,956.03	414,612.53
Professional fees	116,268.05	48,583.59	613,782.69	583,000.00	198,883.12	724,869.33
Museum supplies	2,091.66	583.37	5,937.56	7,000.00	7,935.65	14,942.94
Payroll taxes	32,848.98	36,666.74	235,156.11	286,000.00	9,593.10	191,914.77
Postage and delivery	6,251.94	2,041.85	22,925.76	24,500.00	10,129.08	23,729.05
Programs - Education	17,693.10	22,916.96	327,920.72	275,000.00	43,708.88	258,208.44
Printing	1,926.74	2,958.59	41,831.46	35,500.00	0.00	37,324.71
Rent	2,833.51	3,916.74	43,934.04	47,000.00	2,833.51	41,965.62
Salaries and wages	378,677.03	357,541.61	2,797,001.65	2,846,748.00	377,783.91	2,440,191.56
Deryuen Scholarships	0.00	0.00	0.00	0.00	0.00	7,000.00
Supplies	40,771.88	39,375.22	523,275.57	472,500.00	42,205.52	422,965.96
Taxes - General excise	15,470.25	19,845.87	92,631.32	107,150.00	24,915.04	97,401.11
Entertainment	1,846.65	1,916.74	26,652.86	23,000.00	977.45	18,210.32
Travel-business	4,086.12	7,416.96	78,522.69	89,000.00	2,517.78	80,937.98
Travel-shuttle bus	26,881.10	25,000.00	308,307.57	300,000.00	29,003.60	291,122.04
Annual Dinner	66,993.40	106,250.00	280,387.38	340,000.00	182,075.12	393,830.78
Special events	9,280.14	11,666.74	254,123.50	140,000.00	182,109.55	334,163.18
Private Events	1,140.00	2,083.37	20,534.22	25,000.00	790.28	5,289.46
Repairs and main-coll	4,925.17	12,750.22	115,860.07	153,000.00	14,221.25	137,666.98
Utilities	28,527.53	26,666.74	339,583.13	320,000.00	29,212.98	318,987.87
Marketing-Collateral	4,502.50	708.37	21,727.31	8,500.00	395.67	395.67
Fundraising and development	0.00	1,250.00	6,605.25	15,000.00	0.00	11,030.18
Fundraising and development	179.17	0.00	179.17	0.00	0.00	0.00
Direct mail	11,269.23	5,000.11	55,582.83	60,000.00	18,147.60	66,059.20
Total Expenses	970,864.13	922,480.70	8,548,131.13	8,405,970.00	1,428,324.89	7,955,260.12
Net Income	\$ 244,264.95	\$ 1,485,436.37	\$ 275,091.80	\$ 4,757,530.00	490,693.76	1,679,011.16

Pacific Aviation Museum Pearl Harbor
Statement of Activity -Operations Comparative
Compared with Budget
For the Month and Twelve Months ending December 31, 2017 and 2016

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget	Prior Year Month	Prior Year Y-T-D
Revenues						
Perm restricted contribution	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	0.00	500.00
Museum store	30,416.91	23,333.37	266,800.97	280,000.00	44,147.11	273,923.21
Museum fees	396,899.07	498,200.00	4,499,610.38	4,700,000.00	474,853.56	4,308,929.01
Aviator	7,032.50	7,500.00	98,768.00	90,000.00	10,091.50	86,657.50
Private Events	19,895.77	22,916.63	307,870.26	275,000.00	18,655.66	125,703.70
Simulator revenues	7,025.00	7,500.00	89,126.00	90,000.00	8,967.00	84,996.00
Education programs	3,870.00	10,833.37	141,748.21	130,000.00	4,202.43	106,593.94
Restaurant sales-PAM	93,565.47	89,166.74	1,058,847.56	1,070,000.00	89,196.93	989,913.65
Rest-Inter Dept Disc/Comps	2,378.50	0.00	25,187.75	0.00	2,288.25	39,845.89
Total Revenues	561,083.22	659,450.11	6,487,959.13	6,635,000.00	652,402.44	6,017,062.90
Expenses						
Bank and finance charges	9,141.33	9,166.63	102,803.09	110,000.00	6,250.40	97,301.90
Board expenses	0.00	333.37	1,591.69	4,000.00	900.00	3,369.50
Commissions & incentives	9,793.40	11,000.11	117,647.15	132,000.00	8,161.01	117,099.40
Dues and subscriptions	1,004.24	1,333.48	21,355.74	16,000.00	405.00	12,480.64
Depreciation expense	1,128.91	1,250.00	13,546.92	15,000.00	1,129.02	13,547.03
Education and seminar	90.00	1,000.22	7,372.11	12,000.00	1,438.22	6,213.08
Employee benefit	33,060.29	31,083.37	352,712.17	373,000.00	14,869.47	300,929.95
Interest expense	0.00	0.00	0.00	0.00	0.00	1,129.68
Insurance expenses	8,815.75	1,833.37	41,687.25	22,000.00	3,709.50	23,397.50
Office expenses	8,367.61	12,416.85	199,908.80	149,000.00	19,754.00	188,910.34
Marketing	48,250.81	36,208.70	396,456.29	434,500.00	97,956.03	414,612.53
Professional fees	69,734.53	29,166.85	431,420.26	350,000.00	36,774.29	341,733.29
Museum supplies	0.00	583.37	3,845.90	7,000.00	394.18	5,459.71
Payroll taxes	26,070.44	28,458.37	192,989.15	226,000.00	8,560.24	165,690.46
Postage and delivery	1,284.66	500.11	7,548.79	6,000.00	1,439.63	6,048.84
Programs - Education	17,693.10	22,916.96	327,920.72	275,000.00	43,708.88	258,208.44
Printing	1,095.07	1,291.85	18,617.47	15,500.00	0.00	21,637.39
Salaries and wages	292,195.42	275,416.74	2,218,447.06	2,246,250.00	291,832.32	1,986,644.09
Supplies	38,021.40	36,458.48	473,476.28	437,500.00	41,740.21	411,399.15
Taxes - General excise	6,474.53	6,095.87	73,508.35	73,150.00	7,024.61	62,529.35
Entertainment	1,846.65	1,250.00	15,982.16	15,000.00	977.45	10,723.10
Travel-business	4,072.74	2,500.11	50,840.76	30,000.00	1,743.15	24,982.89
Travel-shuttle bus	26,881.10	25,000.00	308,307.57	300,000.00	29,003.60	291,122.04
Special events	0.00	0.00	0.00	0.00	134,000.00	134,000.00
Private Events	1,140.00	2,083.37	20,534.22	25,000.00	790.28	5,289.46
Repairs and maint-coll	4,925.17	10,250.22	110,691.54	123,000.00	13,383.55	121,607.98
Utilities	28,527.53	26,666.74	339,583.13	320,000.00	29,212.98	318,987.87
Marketing-Collateral	4,502.50	708.37	21,727.31	8,500.00	395.67	395.67
Total Expenses	644,117.18	574,973.51	5,870,521.88	5,725,400.00	795,553.69	5,345,451.28
Net Income	\$ (83,033.96)	\$ 84,476.60	\$ 617,437.25	\$ 909,600.00	(143,151.25)	671,611.62

Pacific Aviation Museum Pearl Harbor
 DEVELOPMENT/CAMPAIGN Statement of Activity-COMPARATIVE
 Compared with Budget and Prior Period
 For the Month and Twelve Months ending December 31, 2017 and 2016

	Current Month Actual	Current Month Budget	Y-T-D Actual	Y-T-D Budget	Prior Year Month	Prior Year Y-T-D
Revenues						
State/other grant revenues	\$ 20,663.10	\$ 20,833.37	\$ 163,565.93	\$ 250,000.00	166,410.25	626,426.31
Perm Restricted Contribution	4,325.00	0.00	112,425.00	0.00	0.00	0.00
Membership	24,113.04	14,583.37	144,305.88	175,000.00	17,233.00	150,562.29
In Kind contributions	15,550.00	18,333.37	360,060.00	220,000.00	13,900.00	145,268.70
Special Event-Vets	0.00	0.00	27,100.00	0.00	0.00	0.00
Special Events-NC	0.00	4,166.74	0.00	50,000.00	237,589.54	249,775.04
Special events-Development	170.00	6,666.74	131,485.00	80,000.00	0.00	72,183.40
Anniv event-Benefit dinner	48,400.00	150,000.00	248,350.00	600,000.00	112,675.00	491,987.50
Gain/Loss on stock	0.00	0.00	(214.35)	0.00	0.00	115.95
Unrestricted	0.00	312,600.00	0.00	1,042,000.00	0.00	0.00
Contributions - unrestricted	109,858.62	25,000.00	429,220.51	300,000.00	80,885.55	235,984.54
Temp restricted-pledges	25,000.00	75,000.00	45,000.00	250,000.00	27,500.00	27,500.00
Corporations	0.00	300,000.00	11,495.00	1,000,000.00	0.00	0.00
Grant-Foundations & other	160,000.00	45,000.00	240,000.00	150,000.00	0.00	169,157.00
Veterans/civic group	0.00	833.37	1,506.26	10,000.00	0.00	0.00
Dinner-Auction/Others	146,205.00	150,000.00	149,705.00	150,000.00	282,940.00	282,940.00
Contributions - Benefit Dinner	7,175.00	10,000.00	46,135.00	200,000.00	4,143.00	107,973.00
Temp Restricted-BOD	0.00	450.00	0.00	1,500.00	0.00	0.00
Temp Restr-Arml appeals/Ind.	92,012.05	15,000.00	138,415.80	50,000.00	249,377.75	425,852.12
Temp Restricted-Corp	0.00	150,000.00	55,000.00	500,000.00	21,000.00	205,000.00
Temp Restr-Grants,Found., Gov	0.00	450,000.00	25,000.00	1,500,000.00	50,000.00	261,000.00
Temp Restr-Tribute, Other	0.00	0.00	0.00	0.00	1,333.33	153,167.33
Temp Restr - Vets/Civics	0.00	0.00	0.00	0.00	44.07	4,743.24
Total Revenues	653,471.81	1,748,466.96	2,328,555.03	6,528,500.00	1,265,031.49	3,609,636.42
Expenses						
In Kind Contributions	15,550.00	18,333.37	288,443.06	220,000.00	13,900.00	143,238.70
Pledge write-down	0.00	0.00	0.00	0.00	5,125.00	21,700.00
Dues and subscriptions	0.00	31.11	3,822.58	372.00	0.00	81.00
Education and seminar	0.00	416.74	4,012.88	5,000.00	0.00	900.00
Employee benefit	5,759.50	7,500.11	67,502.09	90,000.00	5,550.55	44,238.67
Membership expenses	210.31	1,250.00	28,776.84	15,000.00	115.80	8,978.95
Office expenses	1,427.85	1,016.74	13,548.56	12,200.00	333.49	12,093.74
Professional fees	45,434.04	18,916.74	164,244.01	227,000.00	105,808.83	322,109.14
Payroll taxes	6,778.54	8,208.37	42,166.96	60,000.00	1,032.86	26,224.31
Postage and delivery	4,967.28	1,541.74	15,376.97	18,500.00	8,689.45	17,680.21
Printing	831.67	1,666.74	23,213.99	20,000.00	0.00	15,687.32
Salaries and wages	86,481.61	82,124.87	578,554.59	600,498.00	85,951.59	453,547.47
Supplies	2,750.48	2,916.74	49,799.29	35,000.00	465.31	11,566.81
Taxes - General excise	8,995.72	13,750.00	19,122.97	34,000.00	17,890.43	34,871.76
Entertainment	0.00	666.74	10,670.70	8,000.00	0.00	7,487.22
Travel-business	13.38	3,083.48	24,019.81	37,000.00	1,564.93	38,277.58
Annual Dinner	66,993.40	106,250.00	280,387.38	340,000.00	182,075.12	393,830.78
Special events	9,280.14	11,666.74	254,123.50	140,000.00	48,109.55	200,163.18
Fundraising and development	0.00	1,250.00	6,605.25	15,000.00	0.00	11,030.18
Fundraising and development	179.17	0.00	179.17	0.00	0.00	0.00
Direct mail	11,269.23	5,000.11	55,582.83	60,000.00	18,147.60	66,059.20
Total Expenses	266,922.32	285,590.34	1,930,153.43	1,937,570.00	494,760.51	1,829,766.22
Net Income (Loss)	\$ 386,549.49	\$ 1,462,876.62	\$ 398,401.60	\$ 4,590,930.00	770,270.98	1,779,870.20

Pacific Aviation Museum Pearl Harbor
Statement of Activity-Property
Compared with Budget
For the Month and Twelve Months ending December 31, 2017 and 2016

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget	Prior Year Month	Prior Year Y-T-D
Revenues						
Interest income	\$ 0.39	\$ 0.00	\$ 16.75	\$ 0.00	(10.76)	1.48
Dividends	19.89	0.00	6,544.35	0.00	40.22	6,451.29
Gain/Loss on Sale of Asset	0.00	0.00	0.00	0.00	(143.68)	(143.68)
Gain/loss on stock	0.00	0.00	(186.14)	0.00	(147.13)	(147.13)
Unrealized gain/loss endowment	53.77	0.00	(166.19)	0.00	1,846.07	1,410.00
Temp Restricted-Indiv	500.00	0.00	500.00	0.00	0.00	0.00
Total Revenues	574.05	0.00	6,708.77	0.00	1,584.72	7,571.96
Expenses						
Bank service charges	448.24	250.00	2,195.67	3,000.00	158.11	2,220.60
Depreciation expense	18,363.44	15,958.37	220,361.28	191,500.00	24,222.48	194,797.72
Interest expense	6,104.45	5,833.37	65,455.46	70,000.00	0.00	48,533.91
Insurance-General	4,011.31	6,250.00	87,998.16	75,000.00	22,034.34	82,798.34
Professional fees	1,099.48	500.00	18,118.42	6,000.00	56,300.00	61,026.90
Museum supplies	2,091.66	0.00	2,091.66	0.00	7,541.47	9,483.23
Rent	2,833.51	3,916.74	43,934.04	47,000.00	2,833.51	41,965.62
Deryuen Scholarships	0.00	0.00	0.00	0.00	0.00	7,000.00
Travel-Business	0.00	1,833.37	3,662.12	22,000.00	(790.30)	17,677.51
Repairs and maintenance	0.00	2,500.00	5,168.53	30,000.00	837.70	16,059.00
Total Expenses	34,952.09	37,041.85	448,985.34	444,500.00	113,137.31	481,562.83
Net Income	\$ (34,378.04)	\$ (37,041.85)	\$ (442,276.57)	\$ (444,500.00)	(111,552.59)	(473,990.87)

Pacific Aviation Museum Pearl Harbor
 RESTAURANT Statement of Activity-COMPARATIVE
 Compared with Budget and Prior Period
 For the Month and Twelve Months ending December 31, 2017 and 2016

	Current Month Actual	Current Month Budget	Y-T-D Actual	Y-T-D Budget	Prior Year Month	Prior Year Y-T-D
Revenues						
Restaurant sales-PAM	\$ 93,565.47	\$ 89,166.74	\$ 1,058,847.56	\$ 1,070,000.00	89,196.93	989,913.65
Rest-Inter Dept Disc/Comps	2,378.50	0.00	25,187.75	0.00	2,288.25	39,845.89
Total Revenues	<u>95,943.97</u>	<u>89,166.74</u>	<u>1,084,035.31</u>	<u>1,070,000.00</u>	<u>91,485.18</u>	<u>1,029,759.54</u>
Expenses						
Employee benefit-Restaurant	5,254.10	5,000.00	63,925.85	60,000.00	4,657.80	75,014.17
Interest expense	0.00	0.00	0.00	0.00	0.00	1,129.68
Insurance - Restaurant	250.00	0.00	3,000.00	0.00	250.00	3,000.00
Professional fees	0.00	1,666.74	10,627.04	20,000.00	0.00	0.00
Payroll taxes-Restaurant	2,713.08	2,333.37	28,286.53	28,000.00	3,209.94	29,331.64
Salaries and wages-Restaurant	22,072.16	23,341.74	314,596.96	278,900.00	29,329.09	325,748.38
Supplies-Restaurant	28,902.38	29,166.74	375,094.51	350,000.00	33,105.94	327,206.16
Taxes-GET Restaurant	4,210.45	4,012.50	47,648.16	48,150.00	4,013.88	44,546.13
Repairs & maintenance-Rest	433.94	1,666.74	22,700.06	20,000.00	4,889.68	22,894.84
Utilities - Restaurant	5,088.22	5,416.74	55,120.23	65,000.00	6,689.01	68,162.98
Total Expenses	<u>68,924.33</u>	<u>72,504.57</u>	<u>920,999.34</u>	<u>870,050.00</u>	<u>86,145.34</u>	<u>897,033.98</u>
Net Income (Loss)	<u>\$ 27,019.64</u>	<u>\$ 16,662.17</u>	<u>\$ 163,035.97</u>	<u>\$ 199,950.00</u>	<u>5,339.84</u>	<u>132,725.56</u>

Pacific Aviation Museum Pearl Harbor
Income Statement - Federal
Compared with Budget
For the Twelve Months Ending December 31, 2017

	Current Month Actual	Current Month Budget	Current Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Total Revenues	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Expenses						
Depreciation expense	\$ <u>24,872.54</u>	\$ <u>24,875.00</u>	<u>(2.46)</u>	\$ <u>298,470.48</u>	\$ <u>298,500.00</u>	<u>(29.52)</u>
Total Expenses	<u>24,872.54</u>	<u>24,875.00</u>	<u>(2.46)</u>	<u>298,470.48</u>	<u>298,500.00</u>	<u>(29.52)</u>
Net Income	<u>\$ (24,872.54)</u>	<u>\$ (24,875.00)</u>	<u>2.46</u>	<u>\$ (298,470.48)</u>	<u>\$ (298,500.00)</u>	<u>29.52</u>