

House District(s) 23

Senate District(s) 11

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:

WE TALK STORY, INC.

Db/a : "Barack Obama Made in Hawaii" documentary film

Street Address:

Mailing Address: 3037 Kahaloa Drive, Honolulu, Hi 96822

2. CONTACT PERSON FOR MATTERS INVOLVING THIS APPLICATION:

Name GLORIA BORLAND

Title President & Executive Producer

Phone # 808-781-4472

Fax # _____

E-mail ObamaHawaiiFilm@gmail.com

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:

TOWARDS COMPLETION FUNDING FOR DOCUMENTARY FILM
"BARACK OBAMA MADE IN HAWAII"

4. FEDERAL TAX ID #: _____

5. STATE TAX ID #: _____

7. AMOUNT OF STATE FUNDS REQUESTED:

FISCAL YEAR 2019: **\$ 282,405.00**

8. STATUS OF SERVICE DESCRIBED IN THIS REQUEST:

- NEW SERVICE (PRESENTLY DOES NOT EXIST)
- EXISTING SERVICE (PRESENTLY IN OPERATION)
IN PRODUCTION 9 YEARS

SPECIFY THE AMOUNT BY SOURCES OF FUNDS AVAILABLE
AT THE TIME OF THIS REQUEST:
STATE \$25,000
FEDERAL \$ 0.
COUNTY \$ 0.
PRIVATE/OTHER \$15,000

TYPE _____ REPRESENTATIVE: _____

GLORIA BORLAND, PRESIDENT & EXECUTIVE PRODUCER
NAME & TITLE

1/18/18
DATE SIGNED

JAN 19 2018 2:16PM

Application for Grants

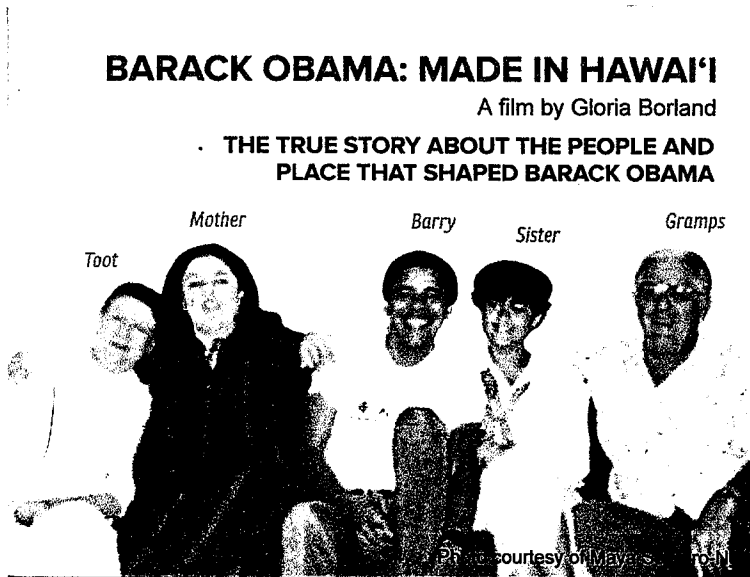
Please check the box when item/section has been completed. If any item is not applicable to the request, the applicant should enter “not applicable”.

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:

1. **A brief description of the applicant's background;**

We Talk Story Inc. is a Hawaii non-profit working to complete the historical documentary film “Barack Obama Made in Hawaii.” Last year, the 2017 State Legislature awarded We Talk Story, Inc., a \$100,000 Grant from the \$382,405 it requested. This year, We Talk Story, Inc. is requesting the **balance** of \$282,405 from the 2018 State Legislature.



“It’s beautifully done, a lifting of the curtain on Obama’s Hawaii past and how it shaped him.”

– Eleanor Clift, Newsweek Magazine

2. **The goals and objectives related to the request;**

The goal is to complete an original high-quality historical documentary about President Barack Obama’s early life in Hawaii. Production began in June 2008, when Barack Obama was campaigning for the presidency. Depending on the timing of when we receive additional funds, production can be finished in 2018 and post production in 2019.

The objective of “Barack Obama Made in Hawaii” is to tell the true and untold story of how growing up in Hawaii helped shaped the character and vision of the 44th President of the United States.

3. **The public purpose and need to be served;**

People need to know their history. Obama’s history is Hawaii’s history.

There are numerous books and movies about Barack Obama, they mistakenly fail to include Hawaii. The 50th State in the 1960s and 1970s was a dynamic place to live. This film captures that energy and drive. America’s newest state was a trailblazer in many areas. Hawaii’s open society, multi-ethnic heritage and progressive leaders had an impact on young Obama.

Obama’s story is inspirational to the people of Hawaii, to the nation and the world. In Hawaii, people of different races and ethnicities get a long. Hawaii’s harmonious society is an example the rest of the country needs to see.

According to film expert, Will Jenkins, Director of the Impact Film Festival in Washington DC, who viewed the film’s footage in 2014. “This film is historical and one for the ages. *Barack Obama Made in Hawaii* is historical and should be positioned way above the fray. It is not a political film. This doc reminds me of a Ken Burn’s historical film. I’m amazed with the extraordinary content. No one, no news organization, has the interviews you have. Your film is powerful because it is authentic. My advice is to position the film as a big historical documentary. You have an important film that will still be relevant and watched 20 years from now.”

4. **Describe the target population to be served; and**

“Barack Obama Made in Hawaii” appeals to all the people of Hawaii, all ages and demographics. Excerpts from the Obama film were shown to people from Kapolei, Hilo, Waianae, Waipahu, Mililani, Kailua, Pearl City, Hawaii Kai, Kahala, Lanikai, Laie, Kalihi, Makiki, Manoa, Hickam, Schofield, Haalua, Chinatown and downtown Honolulu. The people who watched some of the footage were Japanese, Chinese, Native-Hawaiians, Koreans, Vietnamese, Haole-Caucasians, African-Americans, Indians, Samoans, Micronesians, and the largest group –“hapa” or mixed race. All groups were excited and

appreciated this film’s unique perspective of telling Obama’s Hawaii story. Learning about Obama’s boyhood, makes this a movie for the entire family.

5. **Describe the geographic coverage.**

Geographic Distribution: Statewide through out Hawaii.

Media has no boundaries. Obama’s inspirational story appeals to the human condition around the world. “Barack Obama Made in Hawaii” will first premier in Hawaii on all islands. It will then move to distribution in major US cities.

A short 9 minute “work in progress” was shown at the Kauai Film Festival in 2009 where the Obama film received its first standing ovation. The film’s editor was Julie Sloane, a member of the faculty at NYU film school.

President Obama left office with a very high 58% approval rating nationwide. At the end of 2017, Gallup and USA Today released a survey that showed Barack Obama is still the most admired man in America for 10 years in a row!

Because of the appeal and popularity of Barack Obama, this film can be distributed to a wide geographic area, including the rest of the planet.

The applicant met with executives from the Oahu Visitors Bureau in May 2017. When “Barack Obama Made in Hawaii” is ready to be distributed, Oahu Visitors Bureau offered to help promote the film to their travel network in North America.

Publicity drives people to the film. The applicant was featured on HAWAII NEWS NOW in November 2011 and July 2013. The making of the Obama film was featured in the Washington Post and reprinted in the Honolulu Star Advertiser. When the Obama film is finished and ready for release we can count on additional coverage from HAWAII NEWS NOW, The Washington Post, National Public Radio and MSNBC.

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:

1. **Describe the scope of work, tasks and responsibilities;**

Explaining filmmaking: Filmmaking is labor intensive and is similar to building a house. It takes many skilled crafts people who are independent contractors, using expensive

equipment, taking an incredible amount of time and costing a lot of money. If you invest in quality materials and fixtures it will show in the increased value and visual appeal of your home. If you spend \$400,000 constructing a house, it will look different than if you spent \$100,000 on a cabin. The same with making a movie. A \$400,000 production will look dramatically different compared to a \$100,000 video.

Scope of Work: The most valuable asset is the original historical research work in the film. Research began in 2006 after Gloria Borland met then-US Senator Obama in Washington DC. The cost for books, videos, research materials, Hawaiian culture classes, travel, conferences and meetings, from 2006 to 2017 (11 years), was \$96,220 paid for by Gloria Borland. Production began in June 2008 in Washington DC and continued in Hawaii in 2008, 2009, 2010, 2011, 2012, 2013, 2014 and finished in China in 2016.

For research, the film’s director Gloria Borland interviewed about 1,000 people. 53 subjects were interviewed on-camera including Obama’s sister Maya Soetoro-Ng in Hawaii and his brother Mark Obama in China. 53 production interviews were held in 9 different states, with 18 trips to Hawaii and a journey to China. It has taken 8 years. Production travel for 8 years, from 2008-2016 cost \$114,880.

The scope of work includes evaluating all 53 interviews from 2008-2016 and selecting the ones to reshoot in the newer technology 4K format.

- Producing the new interviews.
- Logging and transcribing interviews.
- Paper Edit,
- write new Script.
- Assembly Edit footage
- First Rough Cut
- Archival footage and stills
- Additional B-roll from around Hawaii
- Digital Obama family photos
- Re-Size for higher resolution Obama photos
- new narration script
- Hawaiian music soundtrack
- Popular teen music 1970s
- Hollywood Movie footage
- Hawaii archival footage 1960s – 1970s
- Sound design
- Graphic Designer
- Special Effects
- Secure Rights to footage and music

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

TIME LINE

Month 1 - Production Oahu scenes for dramatic opening shot, 4k camera
Month 2- Production, re-interview Obama friends upgrade 4K
Month 3 - Production Travel on Mainland (upgrade to 4K)
Months 4 - 8 Post production (4 months) Editing to Rough Cut 1.
Month 9 - Archival Footage licenses, Rough Cut 2.
Month 10- soundtrack, Sound design, Fine Cut
Month 11 - Sound Engineering, Color Correction, Final Cut.
Month 12 - cut new trailer, marketing plans, launch new website
Month 13 - launch social media campaign
Month 14 - Film Festivals (Sundance, Cannes, HIFF)
Month 15 - publicity campaign & public screenings

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

Quality assurance from watching the dailies after each production shoot. Watch the raw, unedited footage shot during the day. Discuss with members of the crew including the director and editor. The crew watching makes sure there are no technical problems, which can be caught right away, and they can decide if re-shooting is necessary.

Evaluation: One advantage of a co-working space, it will allow us to show excerpts to outsiders and observe their reaction and feedback.

4. **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.**

Reporting State agency is DEBT and the Film Office. The applicant can give the Reporting Agency deliverables such as: Revised Script, Narration, work in progress clips, edited scenes, digitized archival photos, editing progress reports and clips.
Give production expenditures report with invoices and receipts.

III. Financial

Budget

1. **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](#))

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2018 to June 30, 2019

App#

WE TALK STORY, Inc.

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		0		
1. Salaries	101,250		0	
2. Payroll Taxes & Assessments	8,404			
3. Fringe Benefits	10,135			
TOTAL PERSONNEL COST	119,789	0	0	0
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	2,000			
2. Insurance	2,000			
3. Lease/Rental of Equipment	10,116			
4. Lease/Rental of Space	24,000			
5. Staff Training	0			
6. Supplies, flash drives,	4,000			
7. Telecommunication	2,500			
8. website	5,000			
9. printing & marketing	1,200			
10. Bookkeeper	4,800			
11. Accountant	2,000			
12. Legal	5,000			
13. Camera Crew Independent Contractors	30,000			
14. Editors Independent Contractors	70,000			
15.				
16.				
17.				
18.				
19.				
20.				
TOTAL OTHER CURRENT EXPENSES	162,616	0	0	0
C. EQUIPMENT PURCHASES				
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)	282,405			
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	282,405	Gloria Borland	808-781-4472	
(b) Total Federal Funds Requested	0	[REDACTED]	Phone	
(c) Total County Funds Requested	0		1/18/18	
(d) Total Private/Other Funds Requested	0		Date	
TOTAL BUDGET	282,405	Gloria Borland Name and Title (Please type or print) President & Executive Producer		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2018 to June 30, 2019

We Talk Story, Inc. "Barack Obama Made in Hawaii Film

POSITION TITLE	EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Executive Producer	950000	\$71,000.00	75%% OF TIME	\$ 71,000.00
Production Assistant	40000	\$30,250.00	75%% OF TIME	\$ 30,250.00
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				101,250.00
JUSTIFICATION/COMMENTS:				

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2018 to June 30, 2019

WE Talk Story, Inc

DESCRIPTION EQUIPMENT	NOT APPLICABLE NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
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

Applicant: _____ *Not Applicable*

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						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:						
JUSTIFICATION/COMMENTS:						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

App:

We Talk Story, Inc.

Contracts Total:

100,000

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1	Grant In Aid State Legislature 2018	07-1-17 to 06-30-18	DBEDT	State/Hawaii	100,000
2			(Film Office)		
3					
4					
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2.

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

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$93,101	\$93,101	\$48,101	\$48,102	\$282,405

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

Not Applicable.

4. 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.

Not Applicable.

5. 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.

The applicant was awarded a \$100,000 State Legislature Grant in Aid in April 2017. In July, the disbursements of all grants were delayed for six months, until after January 1, 2018. We Talk Story, Inc. received a \$25,000 “Advance” in December 2017. The remaining \$75,000 from the grant has not yet been disbursed.

The applicant has not received any federal or county grants or contracts.

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

\$17,732.42

IV. Experience and Capability

1. 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.

The applicant is led by Media Entrepreneur Gloria Borland, who created the idea for a film that will explain Barack Obama through the context of Hawaii. Over the years, Borland had the tenacity to keep the vision focused on Hawaii and how it shaped Barack Obama.

Borland had several potential funders who wanted to drastically change the film’s theme. Six years ago, a New York producer wanted this Obama film to be more urban. He only saw Barack Obama as a black man, Borland saw Obama as “hapa” just like her. This New York producer wanted to replace the Hawaiian music in the film with urban music. He wanted a more black-urban feel to the movie. Borland insisted the music soundtrack must remain Hawaiian. This film is Obama’s Hawaii story, not his Chicago story.

Another potential funder was a Venture Capitalist who was born and raised in Hawaii. He wanted Borland to include interviews with anti-Obama Tea Party leaders. He wanted to diminish Hawaii and change the title of the film by removing Hawaii. He believed racial controversy was the way to go. After many months, Borland realized it would be wrong to have him as a backer.

Last year, Borland had discussions with a prominent Hawaii missionary descendant. This heir was a conservative and wanted Borland to include interviews with conservative politicians. No, this is a historical film, not a political film.

One of Borland’s main responsibilities has been to keep this film’s theme focused on Obama’s life in Hawaii. This film is set mostly in Hawaii. She did not let others try to intimidate her into drastically changing the film. There is historical value in telling Obama’s untold Hawaii story.

Borland has knowledge of Hawaii, having been raised on Oahu during the 1960s and 1970s. She attended Waipahu elementary, Aliamanu Intermediate and is a Radford 1974 grad. As a teenager Borland was selected to represent the State of Hawaii at a national Girl Scout conference in Washington DC. The experience motivated her to return to our nation’s capitol and attend George Washington University. While in college, Borland worked for US Senator Daniel K Inouye for nearly four years (1975-1978). At the age of 19, she was Chairman of the College Democrats of America National Convention.

At age 21, Gloria Borland bootstrapped her first business. She was a pioneering female magazine publisher. From 1978-1984 Gloria founded and published for the travel industry; *Washington Travel Magazine*, *Philadelphia Travel Magazine* and *New York Travel Magazine*, with separate editions in three major markets. Her glossy magazines covered global tourism and carried advertising from major international travel companies; Pan Am, American Airlines, China Airlines, Japan Airlines, Finnair, Swissair, Icelandair, Hyatt Hotels, Holiday Inn, Irish Tourist Board, Bahamas Tourist Office, Korean Travel Tourism, Kenya Tourism, Princess Cruises and many others.

Leaving print media for television in 1989, Borland founded Global Village Network, a new cable channel with a mission to educate viewers about cultures from around the world. From 1991-1994 Global Village Network carried news, entertainment shows and movies from Asia and Europe to viewers throughout the United States.

In 1991, to help change stereotypes, Borland came up with the idea for a TV show profiling minority entrepreneurs. She created, wrote, produced and hosted “*The Business Owners*” an independent television show that became a nationwide hit on PBS. From 1992-1994, Borland distributed her weekly series around the country to over 150 PBS stations. *The Wall Street Journal* was the show’s lead underwriter. Her shows aired in all the major markets; New York, Los Angeles, San Francisco, Atlanta, Chicago, Detroit, Miami, Washington, Baltimore, Dallas, Houston, Philadelphia. Borland’s team produced 50 episodes that are now historic business biographies.

Independent Presidential candidate Ross Perot requested her talents in 1992 as his Washington Campaign Director where she became leader to 1,400 Perot campaign workers. It was a highly visible role, handling the political press from around the country and around the world. She was also one of only five personal, “inner circle” national strategic political advisors for Ross Perot’s historic US presidential bid. Gloria Borland was listed on the official election ballot for the Presidential Electoral College for the District of Columbia.

In 2008, after significant original research, Gloria Borland started production on “*Barack Obama Made in Hawaii*” using her own personal funds. For eight years, she traveled to nine different states, made 18 trips to Hawaii, and visited China. As part of her research, Gloria spoke to over one thousand people. She interviewed 53 people on-camera, including Mark Obama in China and Maya Soetoro-Ng in Hawaii. www.BarackObamaMadeinHawaiiFilm.com

Testimony

Gloria Borland has given testimony to the United States Congress. She was invited to give committee testimony to the US House of Representatives and the US Senate. She has been invited to speak before NASA, the Small Business Administration, the Defense Department’s DARPA and the Federal Communications Commission.

Board of Directors

DCTV, 1992-1993. Unanimously confirmed by the DC City Council to the Board of Directors of the Cable Television Public Access Corporation of the **District of Columbia**.
(DCTV in Washington DC is similar to O’lelo public access on Oahu)

WNVT Television station, 1994-1999. Advisory Board of a Public Television (PBS) station in Northern Virginia.

Hawaii Venture Capital Association, 1997-2003. Elected to the Board as its first woman entrepreneur. HVCA was modeled after the MIT Enterprise Forum.

Democratic Party of Hawaii, May 2016 – current. Elected at the State Convention to serve on the State Central Committee. Co-Chair of the SCC Campaign Committee. Member of the Women’s Caucus.

Borland currently serves on the Manoa Neighborhood Board.

To verify: Gloria Borland produced a national TV show on PBS, attached is letter from Borland’s client *The Wall Street Journal*. To verify Borland’s work as producer of “*Barack Obama Made in Hawaii*,” attached are letters from Senators Hirono, Schatz and Akaka.

THE WALL STREET JOURNAL.

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FRIDAY, FEBRUARY 7, 1992

THE BUSINESS OWNERS

**The Wall Street Journal.
It works.**

The Business Owners is a 13 week national public television series starting in February.

Produced by Gloria Borland Media and sponsored in part by The Wall Street Journal, the programs will profile successful minority entrepreneurs.

Please contact your local PBS station for air times and dates.

2A372

Peter R. Kann
Chairman of the Board

DOWJONES

Dow Jones & Company
200 Liberty Street
New York, NY 10281

18 September 1997

To Whom It May Concern:

Reference for Gloria Borland

Dow Jones provided underwriting support, plus tune-in advertising in the national editions of *The Wall Street Journal* for the PBS program, "The Business Owners," 1992-1994. The program was produced by Gloria Borland Media, Inc.

The program was professionally produced and well-received nationally.

Sincerely,



United States Senate

WASHINGTON, DC 20510-1104

July 21, 2014

Ms. Gloria Borland
Producer and Director
Barack Obama: Made in Hawaii
1211 Olin Street
Honolulu, Hawaii 96818

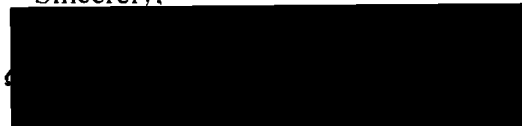
Dear Ms. Borland,

The sample from your documentary, *Barack Obama: Made in Hawaii*, was both informative and engaging. The interviews conducted with President Obama's sister, teachers, and friends give the viewer a clearer understanding of who the President is as a person. I am pleased to hear that your film is near completion and look forward to watching the documentary in its entirety.

As Hawaii residents know, the islands are a special place that provide individuals with a unique upbringing. The mixing of our vastly diverse cultures creates an environment of aloha and ready acceptance in our state – something that, as your documentary indicated, helped to shape the President and his concern for the success of all Americans.

Thank you for all of the hard work and effort that you have invested into this documentary. It is clear that Hawaii is a remarkable place and your film will make residents proud to represent the 50th state.

Sincerely,



Mazie K. Hirono
U.S. Senator



September 15, 2014

Ms. Gloria Borland
1211 Olino Street
Honolulu, HI 96818

Dear Ms. Borland,

Thank you for sharing a preview of your documentary, *Barack Obama: Made in Hawaii*, with me. The interviews you conducted with President Obama's classmates, family, and teachers reveal how essential Hawaii was in shaping our president and his values. I was happy to hear that Mark Wolf has joined the team.

Hawaii's rich culture empowers our residents to be open-minded, respectful, and greet challenges with aloha. Your film demonstrates how the president's position on universal health care, environmental responsibility, and marriage and gender equality reflect his upbringing in the Aloha State.

I enjoyed the preview and look forward to viewers learning about Hawaii and its people. Mahalo and best of luck as you complete your documentary.

Sincerely,

[REDACTED]
BRIAN SCHATZ

U.S. Senator

DANIEL K. AKAKA
HAWAII

WASHINGTON OFFICE:
141 HART SENATE OFFICE BUILDING
WASHINGTON, DC 20510
TELEPHONE: (202) 224-6361

HONOLULU OFFICE:
3106 PRINCE JONAH KUHIO
KALANIANAOLE FEDERAL BUILDING
P.O. Box 50144
HONOLULU, HI 96850
TELEPHONE: (808) 522-8970

United States Senate

WASHINGTON, DC 20510-1103

December 15, 2009

COMMITTEES:

ARMED SERVICES
BANKING, HOUSING AND
URBAN AFFAIRS
HOMELAND SECURITY AND
GOVERNMENTAL AFFAIRS
INDIAN AFFAIRS
VETERANS' AFFAIRS

Gloria Borland
Producer & Director
BARACK OBAMA: MADE IN HAWAII
Global Village Media, Inc.
1712 Corcoran Street, NW # 4
Washington, D.C. 20009

Dear Ms. Borland,


Thank you for sharing an excerpt from your documentary, *Barack Obama: Made in Hawaii*, with me. I enjoyed viewing the clip and send my best wishes to you as you work to complete your film.

The premise of your film, that Hawaii nurtured and shaped the young man who would serve as our nation's 44th President, is an idea shared by many who know him personally, including me. While his keen intellect and charisma are innate traits, the President's ease with people, his ability to consider disparate viewpoints, and his respect for and understanding of people of different cultures are qualities he gained as a youth growing up in the Aloha State.

As viewers learn about President Obama's formative years, they will also learn about Hawaii and its people. Your documentary will reveal that there is much more to Hawaii than its great weather and natural beauty.

Again, mahalo for sharing your work with me.

Sincerely



DANIEL K. AKAKA
U.S. Senator

Gloria Borland has experience generating positive media coverage for all her projects.

Press Interviews and Profiles
Newspapers, Magazines, Radio, Television

Since the age of fifteen, news reporters have found Gloria Borland to be interesting subject matter. She has never hired a public relations firm or publicist but wherever she goes, journalists are naturally drawn to her and they have discovered Gloria to be a unique and interesting interview story. She has been interviewed on fashion by *Glamour* magazine, sports by *Triathlete* magazine, presidential politics by CBS, NBC, ABC, CNN, C-SPAN, and small business entrepreneurship by *The Washington Post*. Her first television series received favorable reviews by *The Washington Post* and a very high three star rating by *The Washington Times* television critic.

(Age 15)

July 1972 – **National Public Radio**, Washington DC – Interview with Hawaii’s Girl Scout. August 1972 – **The Honolulu Advertiser** – Girl Scout visits The White House.

(Age 19)

July 1976 – **The New York Times** – Democratic National Convention

July 1976 – **The Honolulu Advertiser** (Front Page) Democratic National Convention

July 1977 – **The Honolulu Star Bulletin** (Front Page) National Women’s Conference.

1985 – **Triathlete Magazine** – Capital Area Biathlon Series

August 1989 – **Multichannel News** – Global Village Network

December 1990 – **GLAMOUR Magazine** – fashion tips

October 1991 *The Washington Times*, Money (Front Page) “The Entrepreneur”

October 1991 *Washington Business Journal* (Front Page) The Business Owners TV series

October 1991 WOL Radio interview – The Business Owners TV series

November 1991 **The Washington Post TV Week** – The Business Owners TV series

December 1991 **VARIETY** – Global Village Network

February 1992 – **The Washington Times** “3 star rating” The Business Owners TV series.

May 1992 – **Baltimore Business Journal** (Front Page) The Business Owners TV series

May 1992 **The New York Times** (photo spread) Ross Perot Presidential Campaign

May 1992 **The Washington Post** (Front Page) Photo with Ross Perot.

May 1992 *Fox Television Morning News* – Interview, Ross Perot campaign

May 1992 National Public Radio, & WTOP Radio – Ross Perot

June 1992 *The Washington Times* – Ross Perot campaign

July 1992 **The Today Show** on NBC, interview with Bryant Gumbel about Ross Perot.

July 1992 CBS, ABC, NBC, CNN, C-SPAN Viewer Call-In, CNBC, FOX - Ross Perot

May, June, July, August, September, October 1992 (Daily press interviews for Ross Perot Presidential Campaign)

The New York Times, the Washington Post, The Wall Street Journal, Reuters, Associated Press, Copley, Scripps Howard, USA Today, The Christian Science Monitor, Dallas Morning News, Boston Globe, Chicago Sun Times, Chicago Tribune, Cleveland Plains Dealer, Des Moines Register, St. Louis Post-Dispatch, Los Angeles Times, Philadelphia Inquirer, Gannet, NBC, CBS, ABC, CNN, C-SPAN, CNBC, FOX, plus international media such as The BBC TV British, NHK TV Japan, France TV 2, Italian TV, German TV, Israeli TV, Sweden TV, Univision-Mexico, Dutch TV, Stern German magazine, Le Monde French newspaper, London Telegraph, Caracas Daily, Munich Daily, Narita Daily, etc.

February 1993, **WOL Radio**, The Business Owners TV series

February 6, 1994 - **The Washington Post TV Week** - The Business Owners TV series
February 28, 1994 *The Washington Post* Monday Business Section - The Business Owners and Global Village Network

March 1994 **WHMM TV** Evening Exchange with Kojo Nnamdi TV Talk Show.
The Business Owners and Global Village Network

August 9, 1994 **The New York Times** - FCC IVDS Auctions
(Interactive Video Data Service)

January 19, 1995 **C-SPAN, PBS TV, National Public Radio**, LIVE Nationwide testimony from United States Congress, House Appropriations subcommittee hearing on the Corporation for Public Broadcasting.

April 1995 *Hawaii Business Magazine* Hawaii PCS License (Personal Communications Service)

December 1995 - **Hawaii Business Magazine** - Hawaii PCS License

October 1997 - *Pacific Business News* (Front Page) *She's the CEO* Television series

July 1998 - *RCR magazine* - Radio Communications Report - Hawaii PCS License

March 1999 - *RCR magazine* - Hawaii PCS license

April 1999 - *RCR magazine* - Hawaii PCS license

(From 1999-2003, Gloria Borland headed a small Hawaii based startup Netless Web Wireless, Inc., that invented a new process for wireless broadband. To insure secrecy during the patent-pending process, Gloria declined all press interviews).

April 8, 2004 - **The Washington Post** - U.S. Senate testimony on Lead poison in the District of Columbia water supply.

February 2005 - **Good Housekeeping Magazine** interview - Lead poison in the water system

March 19, 2006 - **The New York Times Magazine** - pg. 49 “near-miraculous success of some older mothers can give hope - often unrealistic - to those still fighting the odds.”

April 13, 2007 - **WJLA TV** ABC news segment, “Chinese for Children” a new school in Dupont Circle for young preschoolers, founded by Gloria Borland.

February 5, 2008 **WTTG TV** Fox news, “Super Tuesday election” comments about Barack Obama.

February 12, 2008 - *Press TV* (international satellite) “Potomac Primary election” comments about Obama.

January 18, 2009 **Aloha Inaugural Ball** in Washington DC - Chairman Gloria Borland. The FOX News channel had a live satellite feed from the **Aloha Inaugural Ball** starting at 9:35 pm ... Hawaiian food, people and entertainers were featured on FOX channel’s national broadcast. The Aloha Inaugural Ball also received favorable international press coverage. Television news from Japan and Germany showed party scenes from the Aloha Inaugural Ball. Photographs from the Aloha Ball appeared in the *Washington City Paper*’s Inauguration coverage. Favorable reviews appeared in *The Washington Post*, *Honolulu Star Bulletin*, *Yahoo News*.

January 20-22, 2013 - **Honolulu Star Advertiser** newspaper - President Obama’s Inauguration coverage: Sunday Jan 20, comments from Gloria Borland picking up Inauguration tickets from US Senator Brian Schatz office. Monday Jan 21, Congresswoman Tulsi Gabbard with 10 year-old Imiloa Borland at the Hawaii Inaugural Ball, photo on front page. Tuesday Jan 22, comments from Gloria Borland on President Obama’s Inauguration speech.

May 1, 2013 - **The Washington Post** - front page of STYLE section, “WHY 44 belongs to the 50th” D.C. residents who share Obama’s island heritage cheer on a filmmaker who seeks to highlight Hawaii’s influence on his life. Article about Gloria Borland’s efforts to make her documentary film BARACK OBAMA MADE IN HAWAII.

May 3, 2013 - **KKNE Radio 940 AM** in Hawaii. “Aloha Friday Show with Kimo Kahoano” interviewed about producing BARACK OBAMA MADE IN HAWAII.

May 13, 2013 - **Honolulu Star Advertiser** newspaper - reprint of the article that appeared in the *Washington Post*.

July 9, 2013 - **HAWAII NEWS NOW** (NBC and CBS affiliate in Honolulu) SUNRISE morning show, interview discussing BARACK OBAMA MADE IN HAWAII.

September 2014 - **HAWAII REEL STORIES** on OC 16
Interview discussing BARACK OBAMA MADE IN HAWAII

March 26, 2015 - **THINK TECH HAWAII** with Jay Fidell
“Making a movie about the President” interview with media entrepreneur Gloria Borland.

September 9, 2016 – **Honolulu Star Advertiser** newspaper
“Film shows late senator through his son’s eyes” - “SENATOR INOUYE: TOLD BY HIS SON a biographical documentary by Gloria C. Borland, is described as having an intimate edge.”

2. **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.

The applicant plans to rent temporary office space for 12 months that will include an editing suite for post production work. There are many options available in the co-working space. Box Jelly and Impact Hub in Kakaako, Regus at Waterfront or the Manoa Innovation center have vacancies at the time of this grant application. Hawaii Women in Filmmaking is a tenant at Impact Hub and having other filmmakers in the same shared space can provide stimulation and collaboration. The applicant has budgeted \$2,000 month for office space for 6 people. Post production workers using office space: Editor, Assistant Editor, Post Production Supervisor, Archivist/researcher, Producer/Director, Production Assistant.

V. Personnel: Project Organization and Staffing

1. **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.

Proposed Staffing depends on the timing of the release of funds. A talented editor is available when the applicant is awarded the grant but if the disbursement of funds is substantially delayed, that crew member may no longer be available when the funds are finally released. The applicant reserves the right to substitute team members based on funding and scheduling needs.

The TEAM



Gloria Borland –
Executive Producer & Director



Julie Sloane – Editor



Devin Tanchum – Editor

Gloria Borland grew up in Hawaii around the same time as Barack Obama. She spent 35 years as a media entrepreneur in Washington DC. Borland brings the unique perspective of knowing both Hawaii and Washington’s Presidential Politics. For PBS, Borland created, produced, directed and hosted a national television series that was underwritten by *The Wall Street Journal*. Her show, “*The Business Owners with Gloria Borland*” aired on over 150 PBS stations nationwide, including WNET in New York, WETA in Washington and KCET in Los Angeles. She also founded Global Village network, a cable TV channel carrying international TV shows and foreign movies for an American audience. For “*Barack Obama: Made in Hawaii*” Borland spent 8 years interviewing 53 people in 9 different states and made 18 trips to Hawaii.

Julie Sloane is currently on the faculty at **New York University’s Tisch film school**, where she has taught film editing for 24 years. Prior to teaching, Sloane edited two movies that were nominated for **Academy Awards**. Sloane edited the trailer and wrote the treatment for “*Barack Obama: Made in Hawaii*”. Sloane has been the film’s editing consultant since 2009.

Devin Tanchum is a **Sundance winning film editor**. He edited the “*Russian Woodpecker*” which won the 2015 Jury Prize World Cinema Documentary at Sundance. Tanchum was hired in 2016 for the Assembly Edit for “*Barack Obama: Made in Hawaii*”.



Mike May – Camera



Mark Wolf & Maya Soetoro-Ng



Samantha Sakamoto – technical

Mike May won a national Emmy for his ESPN special about a yacht race and a local Emmy for a documentary about Molokai for KGMB. May was a cameraman for Hawaii PBS for 20 years and a producer at the CBS affiliate in Honolulu for 10 years. May is currently the local Honolulu cameraman

for CNN and NHK. May is the video producer for the Daniel K. Inouye Institute. May was cameraman for six of our Obama film interviews in Honolulu for Helen Osgood, Tom Lim, Rolf Nordahl, Palani Vaughan, Kalihiwa Vaughan Darval, Megan Hughes and Maya Soetoro-Ng. May will be the LEAD CAMERA for “Barack Obama Made in Hawaii” productions in 2018. His 5-man camera crew will upgrade and reshoot some of our interviews on 4k Ultra HD. The mandatory video everyone has to watch at Hanauma Bay was filed by Mike May 16 years ago. Mike May is Union: IBEW 1260.

Mark Wolf was a White House Intern in the video production department for President Obama in 2009. In Hawaii, Wolf worked on ABC's LOST and over 200 video projects. In 2015, Wolf helped Maya Soetoro-Ng digitize rare Obama family photographs, some of which will be seen for the first time in “Barack Obama: Made in Hawaii.” Wolf was cameraman for the 2013 interview with Maya Soetoro-Ng.

Samantha Sakamoto teaches video production at Hawaii Women in Filmmaking. She was a technical editor for “Barack Obama: Made in Hawaii” in 2016.

Grant Okazaki - was part of the Hawaii location crew for Walt Disney’s “Pirates of the Caribbean” and for Twentieth Century Fox’s “Alvin And The Chipmunks: Chipwrecked.” Okazaki will provide camera work and production assistance for “Barack Obama: Made in Hawaii.”

2. 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.

Filmmaking is a collaboration of talented people and the organization chart is less formal.

(15 staff)

Executive Producer

Director

Producer, Production Assistant

Editor, Assistant Editor, Special Effects Editor, Graphics Editor, Music Composer

Writer, Researcher, Archivist

Director of Photography, Camera crew

Post Production Supervisor

(A producer may also have the skills to be a camera operator and vice versa)

3. **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.

Film crews are usually independent contractors not on a salary. The highest paid crafts people are **film editors** at \$2,500 a week or \$10,000 month. Camera crew members are paid \$1,000 to \$1,500 per day of production.

VI. Other

1. **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.

Not Applicable.

2. **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.

Not Applicable.

3. **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.

4. **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.

Not Applicable. Once film is completed the operations are finished.

5. **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.

Attached is Certificate of Good Standing dated January 18, 2018.

6. **Declaration Statement**

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

Attached is signed declaration statement Section 42F-103 compliance.

7. **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](#))

Yes, pursuant to Section 42F-102, Screenings for the public and community discussions will be held throughout Hawaii.

**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAII REVISED 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.

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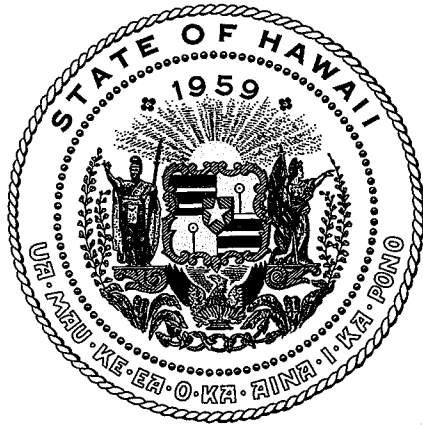
ization)

(Signat

(Date)

Gloria Borland
(Typed Name)

President
(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

WE TALK STORY, INC.

was incorporated under the laws of Hawaii on 10/03/2016 ; 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 18, 2018

Director of Commerce and Consumer Affairs

