

**THE THIRTIETH LEGISLATURE
APPLICATION FOR GRANTS
CHAPTER 42F, HAWAII REVISED STATUTES**

Type of Grant Request:

Operating Capital

Legal Name of Requesting Organization or Individual: Db:
 Advantage Sports Academy, Inc. Advantage Sports Academy, Advantage Soccer Academy

Amount of State Funds Requested: \$ 80,022 _____

Brief Description of Request (Please attach word document to back of page if extra space is needed):
 Expanding current services and providing after-school athletic activity to more kids in lower-income schools.

Amount of Other Funds Available:
 State: \$ 0
 Federal: \$ 0
 County: \$ 0
 Private/Other: \$ 20-50,000 in donations?

Total amount of State Grants Received in the Past 5 Fiscal Years: \$ 0
 Unrestricted Assets: \$ 0

New Service (Presently Does Not Exist): Existing Service (Presently in Operation):

Type of Business Entity:
 501(C)(3) Non Profit Corporation
 Other Non Profit
 Other

Mailing Address:
 P.O. Box 1932
 City: Kailua State: HI Zip: 96734

Contact Person for Matters Involving this Application	
Name: Lawrence Smalls	Title: Founder, CEO
Email: lawrence@advatagesports.org	Phone: 808-426-8144

Federal Tax ID#: [REDACTED]	State Tax ID# [REDACTED]
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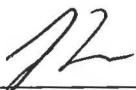
 Authorized Signature Lawrence Smalls, Founder & CEO 1/15/2019
 Name and Title Date Signed

received
 1/17/19 12:09p [Signature]

Application Submittal Checklist

The following items are required for submittal of the grant application. Please verify and check off that the items have been included in the application packet.

- 1) Certificate of Good Standing (If the Applicant is an Organization)
- 2) Declaration Statement
- 3) Verify that grant shall be used for a public purpose
- 4) Background and Summary
- 5) Service Summary and Outcomes
- 6) Budget
 - 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](#))
- 7) Experience and Capability
- 8) Personnel: Project Organization and Staffing



AUTHORIZED SIGNATURE

Lawrence Smalls, Founder & CEO 1/15/19

PRINT NAME AND TITLE

DATE

Application for Grants

If any item is not applicable to the request, the applicant should enter "not applicable".

I. Certification – Please attach immediately after cover page

1. 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, 2018.

- See attached paperwork for Certificate of Good Standing

2. Declaration Statement

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

- See attached paperwork for Declaration Statement (Page 5)

3. 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 the grant will be used for a public purpose following Section 42F-102

- (1) Requesting Organization: Advantage Sports Academy
- (2) Public Purpose for the grant: To provide after school physical (aerobic) activity classes to elementary-aged children on Oahu (serving ~360; some whom are in low-income areas)
- (3) The grant will support staff (Coaches, assistant coaches, program manager, grant/data manager) and equipment required for 17 after school classes
- (4) Target Group are Hawaiian children ages 5-12
- (5) Total cost of projected budget is **\$80,022**

II. 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:

Advantage Sports Academy (ASA) was first established in Hawaii in 2012 by Lawrence Smalls. Lawrence Smalls grew up in Pasadena, California and played soccer throughout his youth. This led to a soccer scholarship for the University of California, Irvine men's team and opened the door to his professional soccer career. His time at University of California Irvine led to his drafting into Major League Soccer (MLS) in the U.S where he played for the LA Galaxy and Chivas USA. Lawrence was selected to be an ambassador for Nike where he toured the U.S. performing demonstrations for soccer enthusiasts. It was during this time in his professional career that Lawrence's passion for sports education and health in youth was first ignited.

After his professional career, Lawrence started coaching. He coached for his Alma Maters, University of California Irvine, and his hometown La Salle high School in Pasadena, California. He worked alongside many established professional coaches, honing his teaching skills. In 2008, Lawrence moved to Hawaii to work at Le Jardin Academy in Kailua, Oahu, where he played a major role in developing a soccer academy for elementary school kids. He also partnered with the Chelsea FC professional soccer club of England to bring "Football in the Community" to Hawaii to coach camps and clinics. AYSO (American Youth Soccer Organization), the largest soccer organization in the US, has appointed Lawrence to oversee their competitive circuit as the Director of Coaching for the state of Hawaii, where he manages over 40 coaches on Oahu and the Big Island.

These experiences have helped Lawrence understand the need for more athletic programs and support in the Hawaii community, especially at the lower-school levels. An early start to health awareness and exercise can have a long-lasting, positive impact on Hawaii's community health. This led to the creation of ASA as a non-profit organization.

Lawrence is a member of the National Soccer Coaches Association of America and he possess a BA from University of California Irvine along with a National C License from the United States Soccer Federation. During the past 7 years, ASA has grown into a well-rounded 6-membered team. This includes former professional and collegiate athletes and coaches, as well as wellness and research experts. ASA also has 5 professionally certified coaches and 3 assistant coaches currently on staff that collectively oversee all of our current after-school programs. Together, our team is able to provide our programs at 14 elementary schools throughout Oahu, which serves over 500 Hawaii kids per year. This excludes the summer workshops and clinics that we also run each year.

2. The goals and objectives related to the request

Our overall goal is to expand our after-school enrichment program to as many of Hawaii's youth as possible. For this proposal our objectives are:

- a. Objective 1: To expand our after-school program into 7 new schools (each with 2 classes offered per quarter), thereby collectively expand services by 50%.
- b. Objective 2: Use the proceeds from Objective 1 to fund at least two classes (at one school), at no cost, to a designated low-income community in need.

For both of these objectives we will need to hire more certified coaches, purchase additional equipment and increase partnerships with schools. Collected outcomes will include total number of children and families reached (divided by school/region) in paying and low-income sectors, and percentage of repeat enrollment or recommendations to others. Program effectiveness will be determined by Likert-scaled (using a classic 5-point rating scale) assessments from both consumers (families enrolled in services) and staff (please see Section III for details).

3. The public purpose and need to be served

Research has shown that regular physical activity in youth has widespread health benefits including building and maintaining healthy bones, preventing weight gain and preventing high blood pressure^{1,2}. Despite the benefits of regular exercise, Americans (including Hawaiians) are less active today compared to decades ago. The Surgeon General reports that sedentary activities (watching t.v. or playing video games) have become more prevalent in our day-to-day activities than physical activity³. In the U.S. reports suggest that over 80% of adults do not meet aerobic guidelines, and more than 80% of adolescents do not meet the youth guidelines⁴. In fact, approximately 14-18% of young adults report no physical activity at all within a one month period^{3,5}. Hawaii as a state is surprisingly similar. Despite the ideal environment Hawaii offers for physical activity, the Behavioral Risk Factor Surveillance System indicates that 50% of Hawaiian residents do not meet moderate activity guidelines such as aerobic activity or muscle strengthening⁶.

Exercise impacts our lives in many ways, especially in young adults. It produces endorphins and beneficial hormones that keep us happy, helps us sleep better, and has been shown to enhance cognitive functioning^{7,8}. Studies have also shown a positive correlation between sports and academic attainment and attendance in school⁹; personal development such as self-esteem, goal-setting and leadership skills¹⁰; and improvements in social skills and behaviors¹¹. Most notably, physical activity is also one of the leading preventative measures for obesity and obesity-related health concerns. Recent statistics show that 23.8% of adult Hawaiians have obesity, and rates for obesity and obesity-related health issues (such as hypertension, heart disease and diabetes) are trending upward in Hawaii instead of down¹². Hawaiian children also have increasing rates of obesity¹², notably in kids aged 10-17, with certain communities in Hawaii having almost twice that of the national average¹³. This impacts our communities financially; it is estimated that \$290 million are spent on obesity-related health costs in Hawaii¹⁴. Studies have also shown negative impact on quality of life (decreases in social and physical functioning)¹⁵ and mental health¹⁶ in obese children. This inhibits our youth in being able to grow into happy, healthy adults.

ASA was established to assist Hawaii's youth in becoming happy, healthy functioning members of the community through participation in our after-school program. Our after-school enrichment programs not only enable direct physical aerobic activity and muscle strengthening, but we also provide health education during our clinics. Although state-wide nutritional standards exist for food provided at schools, education regarding healthy eating does not always exist. Indeed, antidotal data shows that many Hawaiians

are unaware of the state activity and health guidelines. During our clinics, we provide healthy snacks after each class and talk about healthy food and lifestyle choices. We also encourage and discuss why routine activity (of any kind) is important for health. This information is reiterated at our end-of year meetings with the families. We also hire staff that are mentors (ambassadors) for balancing a healthy lifestyle.

As indicated in the section above, our goal is to expand our services to more schools/children. This will also allow us to open classes in the lower-income communities for free; communities that in most need and whom have little or no available after school enrichment programs. We have been slowly growing and expanding over the past 7 years. However, this type of expansion has not allowed the profit margin and bandwidth to expand into lower-income areas on our own. By boosting our services by 50% in one year in the more established schools, we will be able to finally fund the lower-income school sector (a flow chart of how this will work is detailed in the sustainability section below). This will help more Hawaiians meet physical activity guidelines, leading to healthier lives and reduced health risks. References for this section are provided in attached paperwork.

4. Describe the target population to be served

Our target population for all of our proposed classes are males and females between the ages of 5-12, which will cover elementary school grades K – 6.

5. Describe the geographic coverage.

We will be expanding our fee-based programs into 7 schools in order to fully fund 3 lower-income schools. The fees-based schools have been identified in Central Oahu and the South side of Oahu, near Mililani and Waiialae respectively. The 3 lower-income schools will be spread throughout Oahu with one in the West (Wainae), Central (Pearl City), and Eastern (Waimanalo) parts of Oahu.

III. 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

ASA has been running for 7 years now, providing after school enrichment programs to over 14 schools throughout the Oahu Island. One of our future goals is to expand our services into the low-income sector, thus providing services at no-cost to Hawaiians in need. Despite our success in expanding over the years, we have not been in a financial place to accomplish this goal. Expansion of free services into the low-income sector (for example one school with 3 classes offered throughout the year) would require a revenue of ~\$20,000 from fee-based classes. Based on our calculations this requires

expansion into 7 new schools, or 14 new classes (paying fees). The scope of this proposal details the work involved in our 2-phased proposal for expanding services into the low-income community. The first phase involves expansion into fee-based schools providing the required revenue, and the second phase is associated with the actual expansion into a low-income community in need.

Phase I: Expansion of services into fee-based schools

This phase requires ASA to open 14 more classes at 7 new schools. This requires the involvement of our program manager, financial officer, grants/data analyst and our coaches. Responsibilities and time commitments required by each person is detailed in the table below.

Table 1: Scope of work for phase I

Obligations for Phase I		
Role	Responsibilities	Time requirements
1. Program Manager	<ol style="list-style-type: none"> 1. Serve as liaison with school officials 2. Obtain school approval & space 3. Hire and oversee coaches 4. Organize school and community events 	20% of time overall
2. Financial Officer	<ol style="list-style-type: none"> 1. Ensure milestones in enrollment are financially met 2. Maintain records of payment at all schools 2. Continue to maintain balance of \$\$ coverage for this program 	Approx. 2.5% overall
3. Coaches	<ol style="list-style-type: none"> 1. All coaches/assistant coaches must instruct classes 2. Maintain communication with families/school 3. Assist in scheduling and organizing community events 4. Maintain necessary requirements for certification 5. Distribute and collect results of outcomes assessments from families 	Varies
4. Grants/ Research officer	<ol style="list-style-type: none"> 1. Perform analysis of all outcome's assessments 2. Work with Financial officer and program manager on quarterly reports 3. Analyze data 	Approximately 5% of overall time

Phase II: Services provided to low-income community

This phase uses the financial revenue produced from Phase I, to fund 3 classes in a low-income community. Duties and responsibilities are similar to those in Phase I. Responsibilities and time commitments required by each person is detailed in the table below.

Table 2: Statement of work for Phase II

Obligations for Phase II		
Role	Responsibilities	Time requirements

1. Program Manager	<ol style="list-style-type: none"> 1. Serve as liaison with school officials 2. Obtain school approval & space 3. Hire and oversee coaches 4. Organize school and community events 	20% of time overall
2. Financial Officer	<ol style="list-style-type: none"> 1. Maintain proper records of payments 2. Ensure milestones in enrollment are financially met 	Approx. 2.5% of overall time
3. Coaches	<ol style="list-style-type: none"> 1. All coaches/assistant coaches must instruct classes 2. Maintain communication with families/school 3. Assist in scheduling and organizing community events 4. Maintain necessary requirements for certification 5. Distribute and collect results of outcomes assessments from families 	Varies
4. Grants/ Research officer	<ol style="list-style-type: none"> 1. Perform analysis of all outcome's assessments 2. Work with Financial officer and program manager on quarterly reports 	Approx. 2.0% overall

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

Expansion of services in fee-based school will require the addition of 7 schools (2 classes each school). This will have to be done in stages adding 2 schools per quarter (see projected timeline below). After each successful expansion per quarter, another round of expansion will continue. By the end of the 1-year funding period, we will have expanded into all 7 schools and raised the funds of \$20,000 - \$23,000 (revenue of \$5513 per class expanded) thereby completing the first objective of this proposal. After the fourth quarter, we will have the money required to offer the free services in a designated low-income area in need. Thus, objective 2 will be completed after the funding period.

Table 3: Projected timeline for funding proposal, including milestones.

	Timeline (in quarters)					
	Funding time				Post funding (2020)	
	Q1	Q2	Q3	Q4	Post Q1	Post Q2
Objective 1						
1. Set-up						
- Hire first round of coaches for expansion						
2. Expand into first round of 'paying' schools						
- 2 classes; 2 schools (80 kids)						
- Outcomes assessments at end of classes						
3. Expand into second round of 'paying schools'						
- 2 classes; 2 schools (80 kids)						
- Outcomes assessments at end of classes						

Milestone #1: checkpoint of first 160 kids and receipt of associated fees	
4. Hire second round of coaches for further expansion	
5. Expand into third round	
- 2 classes; 2 school (80 kids)	
- Outcomes assessments at end of classes	
6. Last expansion round	
- 2 classes; 1 school (40 kids)	
- Outcomes assessments at end of classes	
Milestone #2: checkpoint of 120 additional kids and receipt of associated fees	
Milestone #3: Talled total number of enrollment	
Milestone #4: Analysis of outcomes/surveys	
Objective 2	
1. Set-up and prep of low-income school to be served	
- Hire coaches for low income schools	
2. Start 1st class at low income school	
- 1 class of @ least 20 kids	
- Outcomes assessments at end of classes	
Milestone #5: Expansion of free services to low-income sector	
3. Start rest of classes at low income school	
- 2 classes of 20 kids each (40 kids)	
- Outcomes assessments at end of classes	
Milestone 6: Analysis of low-income results and outcomes/surveys	

3. Describe its quality assurance and evaluation plans for the request.

We plan to evaluate our enrollment success and outcomes every quarter, after the completion of classes (all classes run on a quarterly enrollment). The results from outcomes and feedback from surveys (detailed below), from both consumers and staff, will be presented to ASAs board members for discussion. At that time, adjustments in content, structure or other issues/concerns will be made prior to the opening of the next set of schools/classes. The knowledge gained from the previous 7 years success will heavily guide our choices and decisions with this expansion to limit, if not eliminate, the chances of failure at any one set of schools.

Routine oversight and random drop-in assessments of any set of coaches will be periodically performed by Program Managers and the Executive Director. For any sight experiencing difficulties, Program Managers will be on-sight more frequently, and readily available.

4. List the measure(s) of effectiveness that will be reported to the State agency through which grant funds are appropriated (the expending agency).

Collected outcomes will include total number of participating children and families (total children reached). This will be collected through enrollment numbers. Program effectiveness and feedback of our after-school enrichment program will be determined via Likert-scaled (using a classic 5-point rating scale) assessments. Assessments will be given to each family at the completion of the class and cover questions regarding overall satisfaction; staff preparedness & knowledge; likelihood of re-enrollment; and perceived benefit. Space will also be left for open responses and feedback. We will be collecting basic background information such age of child during enrollment, ethnicity, average # hours of physical activity prior to taking the class, and house income levels.

Descriptive statistics including means, standard deviations and ranges of scores will be determined for each question. Total scores will also be produced from the summation of all questions in the assessment. Higher scores mean greater satisfaction. Program success at each school will be determined by a total score of at least 30 (out of 40) in 80% of responses collected. These outcomes will be collected from all schools and classes (both fee-based and low-income schools). Total year end-statistics will be determined and grouped by school/regions for an overall view (using scatter & box and whisker plots).

IV. Financial

Budget

1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.

See attached document for the following:

- 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](#))

2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2020.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$0	\$0	\$0	\$0	\$0*

*Outside of this granting request, we do not have other funding requests for 2020 at this point. However, we traditionally fundraise around \$20-40,000 in donations by the end of the year.

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2020.

In addition to this funding request, we will continue to collect individual and corporate donations. Each year we have been able to successfully secure \$20-40,000 in donations that help pay for overhead.

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.

Advantage Sports Academy is a 501 (c) (3) non-profit. Our income is tax exempt for both federal and state reporting.

5. Listing of all federal, state, and county government contracts, grants, and grants in aid granted within the prior three years, and will be receiving for fiscal year 2020 for program funding.

ASA has not received any state, federal, or county government contracts or grants in the prior 3 years. We have not applied for any other money for the 2020 fiscal year as of yet.

6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2018.

ASA has no unrestricted assets to report.

V. Experience and Capability

1. Necessary Skills and Experience

As acting Executive Director, Lawrence Smalls has 10 years' experience working in the educational system in Hawaii. With a BA in Social Ecology, Smalls' aim is to be a source to help our communities flourish in challenging times. Through professional development on and off the athletic field, Smalls' has delivered a high quality after-school program at both public and private schools, as well as Title 1 schools in Hawaii.

Small's existing qualifications include:

- United States Soccer Federation National Coaching License.
- United Soccer Coaches Director of Coaching Certificate
- Director of Coaching, AYSO United Hawaii (Overseeing 45 coaches on Oahu and Big Island)
- Le Jardin Academy Boys' Soccer Varsity Coach
- Head Academy Coach, Le Jardin Soccer Academy
- Executive Director, Advantage Sports Academy

ASA's Director of Program Development, Ali Khosroshahin, has spent over 20 years dedicating his life to coaching the game of soccer. He has spent 13 years coaching high level soccer including Cal State Fullerton women's soccer, and most recently, the University of Southern California (USC) where he coached them to the 2007 NCAA Championship.

Ali also has international experience and has traveled to Africa to participate in workshops supporting the Sport for Social Change Initiative, a program working to establish a network for organizations promoting the development of girls' soccer programs in Kenya. He was an assistant coach in Mexico from 1998-2008 and

coached during the 1999 Women's World Cup; U-19 Women's National Program in 2004 and the U-20 squad in 2005; and helped the Mexican women's team in the 2004 Olympics.

As a previous recipient of the NSCAA National Coach of the Year, Ali has the extensive expertise in program and player development. Together with Lawrence, Ali helps lead the mission of Advantage Sports Academy with outreach and program development. Both are extremely qualified to run our after-school enrichment programs. Indeed, all of our hired coaches and assistant coaches are certified to coach and must have specific experience in coaching and sports.

2. Facilities

ASA obtains permits to use the school's onsite facilities for our programs. The Department of Education leases the field for a reoccurring semi-annual fee. These fees are factored into our costs and are usually covered via profits from fees. ASA also obtains permits through City and County of Honolulu Parks and Recreation Services. We do not have other permanent facilities.

VI. Personnel: Project Organization and Staffing

1. Proposed Staffing, Staff Qualifications, Supervision and Training

Our Executive Director, Lawrence Smalls, will be in charge of hiring and training 5 additional Head Coaches, 5 Assistant Coaches, and a Program Manager for this proposal. All hired coaches will be required to have a bachelor's degree and a United States Soccer Federation national license to be able to work with the children in our programs. The Head Coaches are responsible for overseeing the assistant coaches and together these coaches are responsible for running ASA's respective after-school programs. Background checks will also be run on all potential hires. Additionally, all new coaches will be trained in ASAs methods for delivering our curriculum to the students.

With the expansion of 7 schools proposed in this request, Smalls' attention and efforts will be more focused on the new expansion efforts and hiring. Thus, Smalls will need a Program Manager to oversee the existing 14 schools and coaches. Efforts will be made to promote an existing coach to this position. The Program Assistant should have a bachelors' degree, preferably in business management, and existing experience with coaching. The Program Manager will be responsible all communication with the school, as well as class scheduling. Other administrative tasks include collection of fees from each school, equipment checks, and outcomes/survey collection at the completion of classes. The Program Manager will also be responsible for resolving any issues or conflicts that may arise at schools or between coaching staff at the 14 existing schools. Our Executive Director will continue to check in and monitor the Program Manager to ensure operations run smoothly. Our Program Manager will also be a Head Coach at some of the schools.

For this proposal, our Grants Manager and Financial Manager will work together to produce outcomes and quarterly reports (see section III, subsection 4). They will work with the Executive Director to ensure success and proper management via monthly check-ins and quarterly meetings.

2. Organization Chart

ASAs organizational chart is fairly simple (see Figure 1 below).

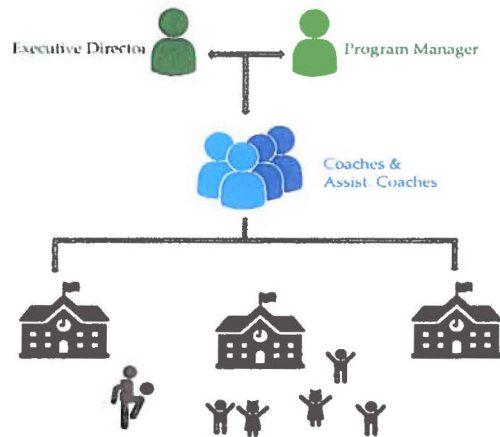


Figure 1: ASA organizational Chart

Staffing includes our Executive Director, Program Manager, Head Coaches and Assistant Coaches. The Executive Director oversees all running activities and will serve as a Program Manager to new schools. The Program Manager works with the Executive Director and oversees the Head & Assistant Coaches. As stated above, the Program Manager is in charge of maintaining all communications with the school, scheduling and outcomes/surveys collection for data analysis. The Program Manager will also be in charge of collecting all registrations and payments, as well as communication to the families. The Program Manager will also assign coaches to their schools and walk them through after-school protocol at their respective schools, and coach some classes as well to make up the rest of their time.

The Head Coaches are responsible for leading all classes at their respective schools and work together with the Assistant Coaches. Head Coaches other responsibilities include picking up students from their classrooms once they are dismissed and escorting students to their playing fields, assisting kids with donning their sports equipment, and monitoring them during classes. The Assistant Coaches help setup the exercises and assist the Head Coach throughout classes, and assist with snack time. All are responsible for maintaining a safe environment for the children at all times.

3. Compensation

Program Manager Salary Range –
ASA Officers typically do not collect salaries. If unless extra duties are required by grants/donors some salary is then paid related to services (and always kept low- under \$5000).

VII. Other

1. Litigation

No pending or past litigation

2. Licensure or Accreditation

As acting Executive Director, Lawrence Smalls has 10 years' experience working in the educational system in Hawaii. With a BA in Social Ecology, Smalls' aim is to be a source to help our communities flourish in challenging times. Now is no better time to engage our youth and promote a lifestyle that is healthy and active.

Through professional development on the athletic field and off, Smalls' has delivered a high quality after-school program at both public and private schools, as well as Title 1 schools in Hawaii.

Small's existing qualifications include:

- United States Soccer Federation National Coaching License.
- United Soccer Coaches Director of Coaching Certificate
- Director of Coaching, AYSO United Hawaii (Overseeing 45 coaches on Oahu and Big Island)
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In summer 2008, Ali traveled to Africa to participate in workshops supporting the Sport for Social Change Initiative, a program working to establish a network for organizations promoting the development of girls' soccer programs in Kenya. He was an assistant with Mexico from 1998-2008; during the 1999 Women's World Cup, U-19 Women's National Program in 2004 and the U-20 squad in 2005 and helped the Mexican women's team prepare for the 2004 Olympics. As a previous NSCAA National Coach of the Year, Ali has the expertise in program and player development. Ali helps lead the mission of Advantage Sports Academy with outreach and program development.

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. The grant will not be used to support or benefit a sectarian or non-sectarian private educational institution.

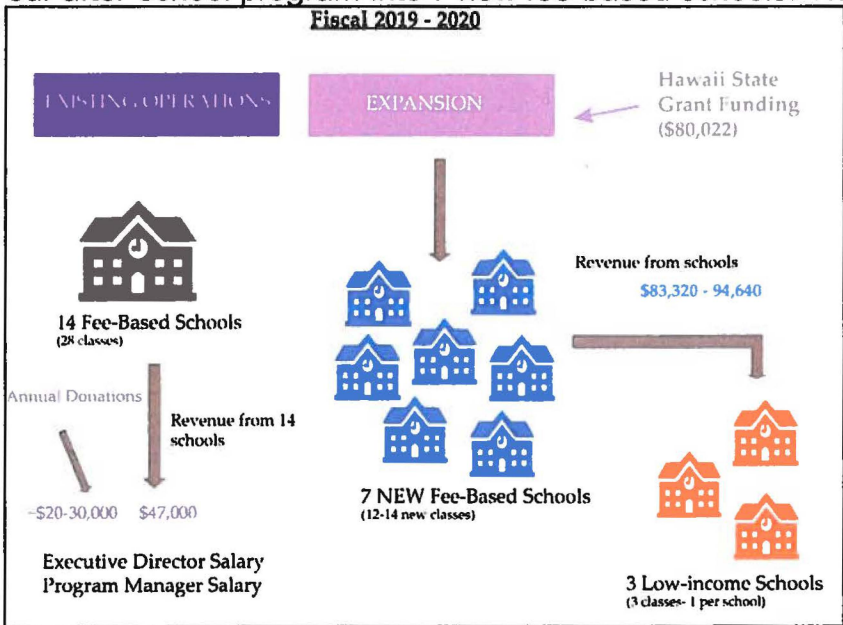
No, funds from this grant will not be used to support any educational institutes.

4. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2019-20 the activity funded by the grant if the grant of this application is:

(a) Fiscal year 2019-20;

In this proposal, we are requesting a total of \$80,022 from the state in order to expand our after-school program into 7 new fee-based schools. This will enable 12-14 new



classes to be opened throughout the 7 schools with a pure profit ranging from \$83,320 – 94,640. These numbers are based on collecting program fees for 12 -14 new classes within these 7 schools, after school playground rental fees (\$1,080) and Program Manager salary (~\$2,000) were taken out. Approximately \$23,000 of this revenue will be used to open at least 3 (or 4 if possible) at-no-cost classes in 3 low-income

schools (about 1 class per school). Financially, about \$5513 per class (not including school fees) is required to fully fund 1 low-income class.

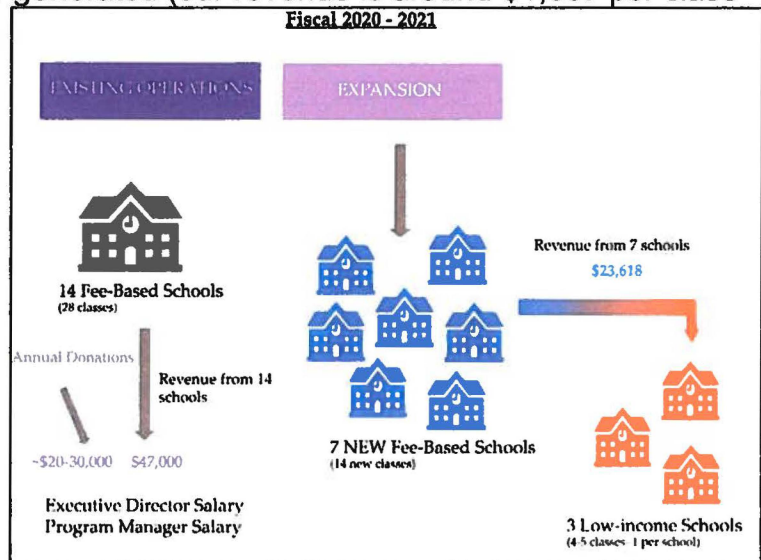
The remaining revenue from 2019 – 2020 will be used for marketing and advertising to new schools throughout Oahu and Wellness days. The simultaneous opening of 7 new fee-based school at one time, with this high level of revenue, is the most successful way to ensure ongoing sustainability (and classes offered at the low-income schools) in future years when grant funding is complete. If grant funding alone was used to open the at-no-cost classes in the low-income schools, we would not be

able reliably keep them open for future years. Future sustainability is contingent upon the 50% increase in fee-based schools, and thus influx of revenue.

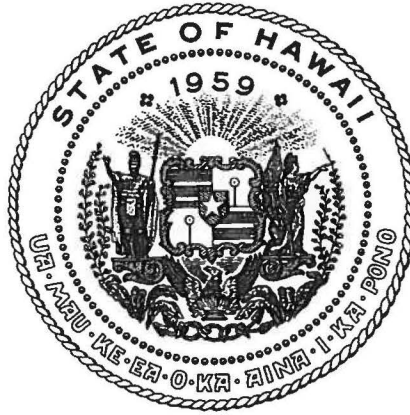
(b) Fiscal 2020 – 2021 (after the funding period)

Once the 7 fee-based schools in 2019 -2020 are running, a set revenue of ~\$20 - 23,618 per year, will be continually generated (our revenue is around \$1,687 per class

per year). Running 3 classes at 3 low-income schools will require approximately \$17,000 (\$5513 per class of 20, plus school fees), not including ancillary items. With a continual revenue from the 7 expanded fee-based school, we will not need further funding to at least *maintain* the low-income school programs (see Figure below). If more classes at the low-income schools is desired, we would have to add further enrollments in our fee-based schools. Three to 4 fee-based classes (with approximately 20 children in each class) would be able to fund 1 at no-cost low-income class.



If we are lucky enough to receive Hawaii State funding for this proposal, the requested \$80,022 will enable our services to reach 10 *new* elementary schools throughout Oahu (7 in higher income areas and 3 in lower-income areas). This has the potential to improve physical activity levels and healthy lifestyle habits for ~360 Hawaiian children.



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

ADVANTAGE SPORTS ACADEMY, INC.

was incorporated under the laws of Hawaii on 08/13/2012 ;
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 09, 2019

Director of Commerce and Consumer Affairs

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

Advantage Sports Academy, Inc.

(Typed Name of Individual or Organization)



(Signature)

1/15/19

(Date)

Lawrence Smalls

(Typed Name)

Founder, CEO

(Title)

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2019 to June 30, 2020

Applicant: Advantage Sports Academy

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	32,240			
2. Payroll Taxes & Assessments				
3. Fringe Benefits	n/a			
TOTAL PERSONNEL COST	32,240			
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island	0			
2. Insurance	0			
3. Lease/Rental of Equipment	0			
4. Lease/Rental of Space	840			
5. Staff Training	0			
6. Supplies	0			
7. Telecommunication	0			
8. Utilities	0			
9. Community engagement events	6,272			
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	7,112	N/A	N/A	
C. EQUIPMENT PURCHASES	40,670			
D. MOTOR VEHICLE PURCHASES	0			
E. CAPITAL	0			
TOTAL (A+B+C+D+E)	80,022			
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	80,022	Lawrence Smalls (808) 426-8144		
(b) Total Federal Funds Requested	0	Name (Please type or print) Phone		
(c) Total County Funds Requested	0	1/15/19		
(d) Total Private/Other Funds Requested		Signature of Authorized Official Date		
TOTAL BUDGET	80,022	Lawrence Smalls, CEO Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2019 to June 30, 2020

Applicant: Advantage Sports Academy

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Certified Coaches (between 5 coaches)		\$20,160.00	100.00%	\$ 20,160.00
Assistand Coaches (between 5 assistants)		\$10,080.00	100.00%	\$ 10,080.00
Grant manager (quarterly reports + results/outcomes)		\$80,000.00	2.50%	\$ 2,000.00
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				32,240.00

JUSTIFICATION/COMMENTS: Coaches and assistant coaches do not work off annual salaries, they work hourly. Total is for 5 of each
 Grants manager does most services for ASA pro-bono unless granting is achieved. Fringe is not applicable.

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2019 to June 30, 2020

Applicant: Advantage Sports Academy

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Soccer balls (20/class)	280.00	\$10.00	\$ 2,800.00	2800
Ball bags (2 per class)	28	\$50.00	\$ 1,400.00	1400
Pop up goals (2 set per class)	14	\$200.00	\$ 2,800.00	2800
Cones/agility equipment	14	\$350.00	\$ 4,900.00	4900
scrimmage vests (per 20)	14	\$160.00	\$ 2,240.00	2240
Kids t-shirts	1120	\$9.00	\$ 10,080.00	10080
First aid kits	14	\$50.00	\$ 700.00	700
Staff logo shirts (2 per staff/year)	28	\$50.00	\$ 1,400.00	1400
Staff planning/documenation/registration materials	14	\$25.00	\$ 350.00	350
After school snacks (per class for 1 year)	14	\$1,000.00	\$ 14,000.00	14000
TOTAL:	1,540		\$ 40,670.00	40,670

JUSTIFICATION/COMMENTS: All equipment is used for classes

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
Not applicable for this application			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:			\$ -	0

JUSTIFICATION/COMMENTS:

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2019 to June 30, 2020

Applicant: _____Advantage Sports Academy_____

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2017-2018	FY: 2018-2019	FY:2019-2020	FY:2019-2020	FY:2020-2021	FY:2021-2022
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:	N/A	N/A	N/A	N/A	N/A	N/A
JUSTIFICATION/COMMENTS:						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Advantage Sports Academy

Contracts Total:

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)
1	Not applicable			
2				
3				
4				
5				
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