

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

THE KAHILU THEATRE FOUNDATION

was incorporated under the laws of Hawaii on 03/11/1980 ;
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 14, 2020

Director of Commerce and Consumer Affairs



Application for Grants

I. Certification

1. Certificate of Good Standing – attached

2. Declaration Statement

The grant proposal contained herein complies with Section 42F-103, Hawaii Revised Statutes.

3. Public Purpose:

The grant proposal contained herein complies with the definition of being used for a public purpose pursuant to Section 42F-102, Hawaii Revised Statutes.

4. 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:

Kahilu Theatre Foundation (KTF) first raised its curtain in 1981, offering the town of Waimea quality music, theatre and other forms of the performing arts from a world-class Broadway stage created by the generosity of Parker Ranch heir, Richard Palmer Smart. Managed today as a private, 501(c)3 non-profit, Kahilu, named in honor of Mr. Smart's mother, supports professional and emerging artists, offering world class entertainment, in-house productions, visual arts programs, cultural events, and year-round arts education programs. Our mission is *to make a place where community, creativity, and inspiration thrive*. As a cultural hub and favorite gathering place in Waimea, our 20,000 square foot facility includes a 484-seat auditorium, two visual arts galleries, and an experimental black box venue for classes, workshops and emerging artist shows. Our most recent Season hosted more than 30,000 guests as we presented 60 diverse and powerful performances, beginning with two sold out productions of *South Pacific* in early September and ending with our own Youth Troupe production of *West Side Story* in June. We also curated eight gallery shows highlighting island artists from across the state. Between July of 2018 and June of 2019, more than 12,000 students were touched by our Arts Ed @ Kahilu programs, including 13 Season Performances for Young Audiences in the auditorium and three summer camps. Over the same period, we made our facility available to 45 local groups including other arts organizations, hula halau, schools, business and government entities. We presented classic movie matinees for seniors and created many other events free and open to the public for families to engage and enjoy the visual and performing arts.

2. The goals and objectives related to the request;

Kahilu Theatre has evolved dramatically since it went into "intermission" in May of 2012. We have grown in staff from .5 FTE to 6 full-time, 2 part-time, and a Technical Team. We are a very small organization with very big ambitions. In 2012 we were the recipient of a \$1.5 million CIP grant and applied these resources to design and construct essential repairs and upgrades to our aging facility, including a full roof replacement, new ADA seating and access, a new performance space, additional office space, auditorium upgrades, and a complete remodel of our front lobby. (No significant upgrades or maintenance had been done in our facility since the Theatre was built in 1981.) The CIP grant was complete in June 2016, however our facilities renovations continued under the leadership of a group of august Theatre management executives who reside on the Big Island and volunteered to work in partnership with Kahilu staff. Recent highlights included: 1) thorough review of our safety/crisis management (including Broadway standards systems, equipment and certified crowd control training for six Theatre staff), 2) replacement of lighting fixtures to be more energy efficient, 3) inspections with our local Fire Marshall to review compliance and concerns within our physical footprint, and 4) development of a prioritized Theatre equipment list to

match our ambitious goals for audience, performer and staff safety, quality programming and community engagement. An extensive list of priorities emerged and funding opportunities approached to assist us. KTF was awarded \$250,000 in FY18 by the State Legislature to provide for essential artist health and safety, including replacement of dressing rooms and stage equipment.

The goals and objectives related to this request focus on our 484-seat auditorium's health and safety standards for all of our guests, from keiki to kupuna.

The existing fixed seating is original to the construction of the theatre and is approaching 37 years since they were installed – far beyond their useful life. While the staff has maintained these seats as much as possible, the seat back and seat cushion foam is compressed and deteriorating, seat fabric is very worn and infused with mold, and seat pan (bottom) hinge bushings are failing. Existing building codes require fixed seating bottoms to automatically self rise to a 3/4 fold position when not-occupied, providing efficient aisle clearance for patrons if an emergency exit is required. Worn bushings prevent the existing seat bottoms from self-rising and the availability of spare parts is unavailable due to the age of the chairs. New fixed seating will provide substantially better audience safety and comfort. The chairs, built in Michigan out of recycled plastic, are durable, attractive, and have a 30-year life span. They were selected to exactly replace the original footprint of the auditorium seating and include ADA enhancements and new LED aisle lights to provide better illumination and be energy efficient. The auditorium improvements are essential to support the health and safety of our community, both residents and visitors. The benefits from this project will positively impact the many partnerships with arts organizations, community groups, schools, and businesses who choose Kahilu Theatre as their venue of choice in North Hawaii.

3. The public purpose and need to be served;

The purpose of this request is to provide the highest safety and health standards for operating a multi-disciplinary arts center that serves a range of audiences, from residents to visitors and neighbor island friends. In FY19, more than 30,000 guests spent an evening of arts, entertainment, or education in our auditorium. We have formalized co-production partnerships with The Waimea Community Chorus, West Hawaii Dance Theatre and Academy, Bring It Hawaii, Prince Dance Institute, and the Kamuela Philharmonic Orchestra. These groups will also raise the bar on their professionalism through their affiliation with us, leveraging the value of this proposal to positively impact other arts organizations on our island.

4. Describe the target population to be served; and

Our target population is primarily residents and visitors of the Island of Hawaii. Our current friends and fan base that receives our weekly e-blasts is 11,500, of which 85% have Big Island zip codes, the remainder are both national and international. Kahilu Theatre's fan base is extremely loyal; our "open" rate of our e-communications is 24%, on average, compared to national standards of 5-7%. The demographics of our Season audience members who complete our surveys is predominantly (80%) 60 years of age and above, and our education programs serve more than 12,000 children, from ages 3 and older. Our economic base is diverse, we offer scholarships for our programs and every Season performance offers a block of affordable tickets. We have a volunteer corps of 85 dedicated ushers and administrative assistants and they reflect the diversity of our island.

5. Describe the geographic coverage.

KTF curates a diverse season of arts programming that takes place primarily at our facility in the center of Waimea Town influencing the entire island population of 200,000 residents and visitors. The majority of our constituents come from Kohala, Kona and Hamakua districts. Our outreach programs extend our impact into schools and private venues island wide. We are developing a marketing plan to attract more neighbor island visitors through our partnerships with statewide radio, airline and hotel partners. We are on the cusp of celebrating 40 years of being the cultural heart and hub of our island, and look forward to bringing to the forefront the Kahilu story, with the Parker Ranch Dynasty and the lineage of Kamehameha closely intertwined with our Theatre's legacy.

III. Service Summary and Outcomes

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

Theatre management and our volunteer Facilities committee have researched and analyzed all the components of this capital project and they have selected the most appropriate vendor and plan for installing the seating system selected under this grant. Project consultant and Facilities committee member Darrell Ziegler, resume attached, who has agreed to manage this project pro bono, will work with the ED and AD to schedule and manage the project, with oversight of the Facilities committee. The retired auditorium seats will be donated to non-profit organizations who will benefit from all or a portion of the chairs.

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

The Artistic Director (AD) maintains our list of prioritized capital improvements, which are reviewed at least bi-monthly by the Facilities Committee and reported at the Board level as needed. Once funds are released by the State, the prioritized purchase will be scheduled according to the availability of the Theatre's calendar, ideally in August 2020. In addition to intermittent "dark weeks" throughout the year, the Theatre has planned two annual blocks of time in the facility for maintenance and repair projects, in August and December, where these services will be completed without infringing upon performances. The seating upgrade will take approximately one week once the materials arrive to install.

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

The Theatre management staff and Board have been reviewing our equipment upgrades bimonthly over the past three years. Project consultant and Facilities committee member Darrell Ziegler, will be responsible to monitor all aspects of this project, including the ordering and installation schedule by company representatives who have been included in the vendor agreements for this project. The Facilities Committee will continue to meet to evaluate and improve our results and plan for any additional equipment our Theatre will require in the future.

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.

The equipment will be installed, when required, by licensed and insured technicians to ensure optimum benefit and useful life expectancy. We have systems in place now that manage inventory, track training and maintenance of equipment introduced by outside vendors expert in these technical systems. Of greatest value in measuring the effectiveness of this project will be the response of the audience experience quantified by surveys that are regularly provided after each Kahilu Presents, Produces, and educational event. Another measure of effectiveness will be a commercial building inspection conducted after the installation. A baseline inspection was completed in 2017 that identified the hazardous health and safety issues of the auditorium seating.

IV. 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 - attached
 - b. Personnel salaries and wages - attached

- c. Equipment and motor vehicles - attached
- d. Capital project details - attached
- e. Government contracts, grants, and grants in aid - attached

2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2021.

225,000	425,000	500,000	350,000	\$1,500,000
Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Income
see above				

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2021.

KTF is managing a multi-year (2017 – 2021) fundraising campaign for major gifts that will be designated to program, capital, and endowment support. The organization has already procured two legacy gifts to name the Mike Luce Studio and the Simperman Gallery, at \$100k and \$200k levels, respectively. Additional naming opportunities campaigns will begin its “silent phase” in FY2021 and harvest the good will and commitment of our patron base. The organization has seeded its endowment as of 11/2019 and has an approved investment policy. Funding sources KTF is seeking in FY2021 come predominantly from individual giving through individual and corporate sponsorships, memberships, special events, state and private foundations, and the naming of the Hamakua Gallery at the Theatre. Funding sources also include earned income of ticket sales, classes, and merchandise which accounts for 30% of our annual operating budget.

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. Kahilu Theatre is a non-profit, 501 (c) 3 organization

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 2021 for program funding.

See attached Form: Government Grants and Contracts. KTF has been approved a \$30,000 grant from the Hawaii Tourism Authority to support Season programming in FY21.

6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2019.

*See attached Balance Sheet, 9/30/19.
Unrestricted net assets: 1,757,667.63*

V. Experience and Capability

1. **Necessary Skills and Experience**

Incorporated in 1980, Kahilu Theatre has been operating as a multidisciplinary arts center for more than 30 years, with annual budgets ranging from \$500,000 to \$1.5 million in the current fiscal year. It successfully completed the

\$1.5 million CIP GIA awarded in 2012 and Theatre-goers benefit from the safety and aesthetic upgrades as a result of this grant. Under the direction of the Executive Director and Artistic Director, the facility has been undergoing a multi-year physical plant review to continue bring the facility up to code and realize the full potential of this extraordinary performance venue. The Board of Directors has organized a sophisticated brain trust of local business executives, technical staff, as well as two Broadway management executives to serve with relevant Theatre staff on a Facilities Committee to design, develop and manage the organization's physical assets.

Recent relevant grants and donations:

\$1.5Million GIA CIP for Theatre repairs and upgrades, completed 6.30.16

\$100,000 Naming Opportunity to complete the construction of the Mike Luce Studio Black Box venue, completed 6.30.17

\$200,000 Naming Opportunity to upgrade features of one of the Kahilu Theatre's visual arts gallery, the Simperman Gallery, completed 8.14.17

See attached resumes of Executive Director, Artistic Director and Project Manager.

2. Facilities

The Kahilu Theatre was founded and built by Richard Palmer Smart, related to the Kamehameha lineage and the Parker Ranch dynasty. After Richard's death in 1992, the Theatre became part of the Parker Ranch Trust, and in 2001, Kahilu Theatre Foundation was granted a 30-year lease payable, which is currently under negotiation for a 30 year renewal. The facility is a 20,000 square-foot building, housing a 484 seat auditorium, proscenium Theatre stage, orchestra pit, Black Box Theatre, dressing rooms, costume rooms, a front lobby, multiple office spaces, and two visual arts galleries. Kahilu is ADA compliant.

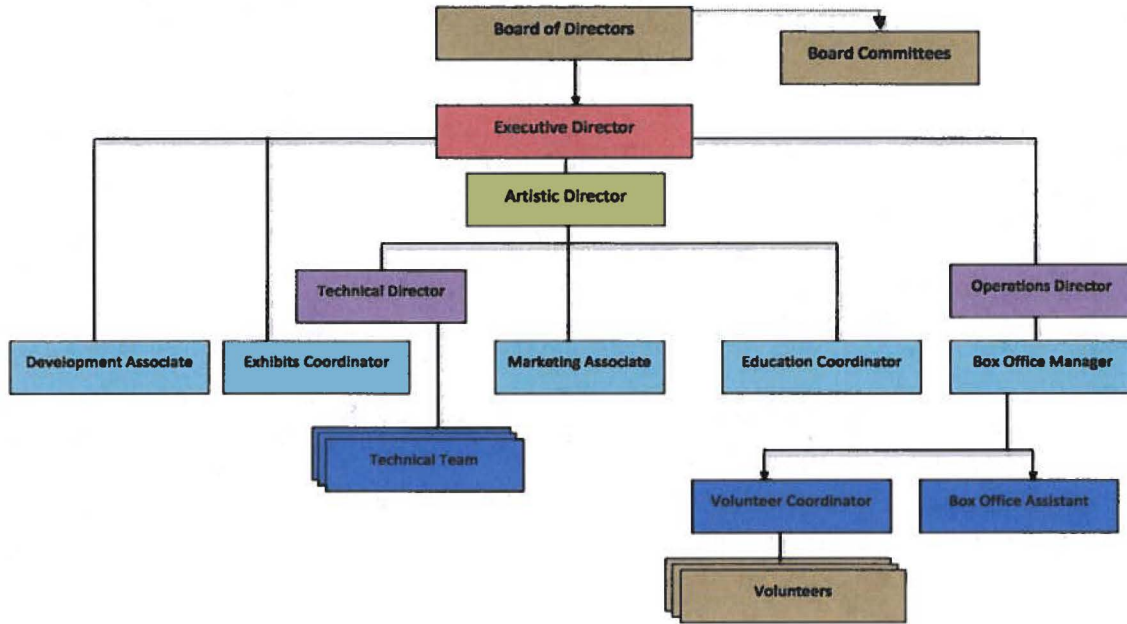
VI. Personnel: Project Organization and Staffing

1. Proposed Staffing, Staff Qualifications, Supervision and Training

The administration and execution of this project will be managed by Darrell Ziegler, a member of KTF Facilities Committee, and seasoned national theatre consultant. Mr. Ziegler has more than 30 years in theatre consulting for planning, space design and equipment design, primarily on new construction theatres and the renovation of historic theatres. He brings to the project a diverse background involving at least 350 theatre projects around the country. He also stage managed Broadway and Off-Broadway shows in New York City before moving to the Big Island in 2015. Ziegler, who has served on the Facilities committee since May of 2016, will report to KTF's Artistic Director who manages the Technical Director and the staff responsible for running and maintaining the Theatre's physical assets. The Artistic Director will be responsible for scheduling all equipment installation to accommodate ongoing operations of the Theatre. The Executive Director is ex officio on all committees and will be the lead to ensure appropriate grant administration, invoicing and reporting.

2. Organization Chart

Kahilu Theatre Organizational Chart as of 11.21.17



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.

Executive Director: \$82,000

Artistic Director: \$75,000

Technical Director: \$60,000

VII. Other

1. Litigation

The applicant shall disclose any pending litigation to which they are a party, including the disclosure of any outstanding judgment. 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.

Kahilu Theatre Foundation is a registered non-profit in the State of Hawaii and is governed by a 100% volunteer Board of Directors. Our Federal EIN# is 99-0200138.

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:

Received by the applicant for fiscal year 2020-2021, but

The funds requested for fiscal year 21 are a stand alone project to provide critical health and safety improvements to our constituents. If funding is received the project will be completed in August 2020, or August 2021, depending on timing of release of State funds.

Not received by the applicant thereafter.

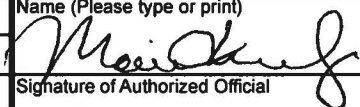
The project will be deferred until funding is secured from private foundations and individuals. The Kahilu Theatre is in the silent phase of a major fundraising campaign, including endowment, and revenue from this campaign is discretionary. Pledges will be held in escrow until enough funds are raised to complete the project. KTF has an approved capital reserve policy to address urgent and important facilities needs.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2020 to June 30, 2021

App

Kahilu Theatre Foundation

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	0	0	0	17,700
2. Payroll Taxes & Assessments				3,540
3. Fringe Benefits				708
TOTAL PERSONNEL COST				21,948
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				
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20				
TOTAL OTHER CURRENT EXPENSES				
C. EQUIPMENT PURCHASES	199,749			
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)	199,749			21,948
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	199,749	Deborah Anne Goodwin 808.885.6868		
(b) Total Federal Funds Requested		Name (Please type or print) Phone		
(c) Total County Funds Requested				
(d) Total Private/Other Funds Requested	21,948	Signature of Authorized Official 1.15.20 Date		
TOTAL BUDGET	221,697	Marie Kerley, President, Board of Directors Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2020 to June 30, 2021

Kahilu Theatre Foundation

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Executive Director	1	\$82,000.00	10.00%	\$ -
Artistic Director	1	\$75,000.00	10.00%	\$ -
Project Manager	0.25	Pro Bono	100.00%	\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				0.00
JUSTIFICATION/COMMENTS:				
Personnel costs to be covered by KTF resources				

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2020 to June 30, 2021

Kahilu Theatre Foundation

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Auditorium seating - Marquee Model with finishes	490.00	\$200.14	\$ 98,068.60	\$ 98,068.60
Product shipping	1	\$14,375.00	\$ 14,375.00	\$ 14,375.00
Product installation	490	\$42.22	\$ 20,687.80	\$ 20,687.80
Placques for chairs	491	\$15.00	\$ 7,365.00	\$ 7,365.00
Carpet and wiring fixtures	1	\$28,000.00	\$ 28,000.00	\$ 28,000.00
Auditorium signage	2	\$15,000.00	\$ 30,000.00	\$ 30,000.00
ADA floor mounts and standards	5	\$223.79	\$ 1,118.95	\$ 1,118.95
ADA transfer arms	5	\$26.66	\$ 133.30	\$ 133.30
TOTAL:	1,485		\$ 199,748.65	\$ 199,748.65
JUSTIFICATION/COMMENTS:				

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
N/A			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:			\$ -	
JUSTIFICATION/COMMENTS:				

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2020 to June 30, 2021

Kahilu Theatre Foundation

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: 2018-2019	FY: 2019-2020	FY:2020-2021	FY:2020-2021	FY:2021-2022	FY:2022-2023
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:					0	
JUSTIFICATION/COMMENTS:						
N/A						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Apr

Kahilu Theatre Foundation

Contracts Total:

3,986,676

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1	CPEP 2014: Presenting Season Support	5.30.14 -5.30.15	County of Hawaii	Hawaii	20,000
2	Kuku 'ola: Film series	5.30.14 - 5.30.16	County of Hawaii	Hawaii	3,500
3	CPEP 2015: Presenting Season Support	5.30.15 - 5.30.16	County of Hawaii	Hawaii	20,000
4	CPEP 2016: Presenting Season Support	5.30.16 - 5.30.17	County of Hawaii	Hawaii	25,000
5	Presenting Season Support	5.30.17 - 6.30.18	Hawaii Tourism Authority	State	30,000
6	Presenting Season Support	7.01.18 - 6.30.19	Hawaii Tourism Authority	State	20,000
7	Presenting Season Support	7.01.18 - 6.30.20	Hawaii Tourism Authority	State	30,000
8	Arts Education Program Support	8.12.14-9.4.15	Hawaii State Foundation	State	17,319
9	Arts Education Program Support	9.18.15 - 10.02.17	Hawaii State Foundation	State	15,989
10	Arts Education Program Support	11.01.18 - 9.30.19	Hawaii State Foundation	State	15,786
11	Arts Education Program Support	6.01.16 - 3.10.17	Department of Education	State	15,744
12	Kapa exhibition and outreach	6.15.16 - 2.15.17	Hawaii State Foundation	State	10,000
13	Kapa exhibition and outreach	6.15.16 - 2.15.17	Hawaii Council for the H	State	10,000
14	Capital Improvement Project	6.30.14 - 6.30.16	State of Hawaii DAGS	State	1,500,000
15	Capital Improvement Project	7.1.18 - 12.30.20	State of Hawaii DAGS	State	250,000
15	Presenting Season Support	3.31.14 - 5.30.15	National Endowment for	U.S.	10,000
13					1,993,338
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The Kahilu Theatre Foundation
Rev. Balance Sheet
 As of September 30, 2019
 Sep 30, 19

ASSETS

Current Assets

Checking/Savings

1025 · FHB Operating Acct. #04-098803	167,329.37
1026 · FHB Maximizer Svgs. #04-940407	172,302.33
1027 · FHB Oper. Reserve Fund #0393	140,740.64
1028 · FHB Capital Reserve Fund #1640	6,396.75
1040 · Bar - Cash on Hand	20.00
1050 · Box Office - Cash on Hand	700.00
1060 · Petty Cash	25.39

Total Checking/Savings 487,514.48

Accounts Receivable

11000 · Accounts Receivable-Rentals	3,620.80
11010 · Accounts Receivable-Grants	34,000.00

Total Accounts Receivable 37,620.80

Other Current Assets

1400 · Prepaid Expenses	173,138.86
1420 · Prepaid Insurance	21,197.12

Total Other Current Assets 194,335.98

Total Current Assets 719,471.26

Fixed Assets

1480 · Furniture & Fixtures

1485 · 2014/16 Furn. & Fixtures	275,787.41
1480 · Furniture & Fixtures - Other	3,295.90

Total 1480 · Furniture & Fixtures 279,083.31

1500 · Property/Machinery & Equipment

1505 · 2014/16 Machinery & Equipment	207,968.37
1506 · 2017/19 Machinery & Equipment	11,400.17
1500 · Property/Machinery & Equipment - Other	324,713.63

Total 1500 · Property/Machinery & Equipment 544,082.17

1510 · Leasehold Improvements

1515 · 2014/16 Leasehold Impvts.	1,005,471.59
1516 · Leasehold Improvement 18/19	15,894.73
1510 · Leasehold Improvements - Other	763,724.70

Total 1510 · Leasehold Improvements 1,785,091.02

1630 · Accum. Depr. - New -1,136,741.60

Total Fixed Assets 1,471,514.90

TOTAL ASSETS 2,190,986.16

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000 · Accounts Payable	145,877.34
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Total Accounts Payable 145,877.34

Credit Cards

2100 · Credit Cards payable	
2101.3 · FHB Bankcard - CC #0151	13.73

The Kahilu Theatre Foundation
Rev. Balance Sheet
As of September 30, 2019
Sep 30, 19

2101.4 · FHB Bankcard - CC #5325	348.96
Total 2100 · Credit Cards payable	362.69
Total Credit Cards	362.69
Other Current Liabilities	
2130 · Note Payable - 1st Insurance	21,197.12
2205 · Def. Rev. Friends Event Sponsor	225,422.44
2220 · Def. Rev. Program Ticket Sales	110,278.25
2242 · Def. Rev. Theatre Rentals	46,973.03
Total Other Current Liabilities	403,870.84
Total Current Liabilities	550,110.87
Total Liabilities	550,110.87
Equity	
32000 · Unrestricted Net Assets	1,757,667.63
Net Income	-116,792.34
Total Equity	1,640,875.29
TOTAL LIABILITIES & EQUITY	2,190,986.16

Deborah Goodwin

dgoodwin303@gmail.com

808.430.4275

PROFESSIONAL EXPERIENCE:

Executive Director, Kahilu Theatre Foundation, 2015, Kamuela, Hawaii

www.kahiltheatre.org

Leader and manager of a three decades-old arts organization in its era of rebirth. The “new” Kahilu Theatre now hosts an ambitious annual schedule of more than 140 indigenous and international season presentations and productions, community events, films and diverse educational services supported by a professional staff of 15, volunteer corps of 60 and 11-member Board of Directors. In the first six months at the helm, I have set organizational structure, strengthened board development and fundraising, and provided leadership for the completion of a \$1.5 million capital improvement grant to make the Kahilu Theatre better able to serve its constituents as a beautiful and vibrant arts center in Hawaii.

Director of Advancement, W. M. Keck Observatory, 2005 – 2015, Kamuela, Hawaii.

www.keckobservatory.org

Responsible for the start-up and management of an advancement program to support the world’s premier ground-based astronomical research facility, shifting this private non-profit’s original model of single supply, the Keck Foundation’s capital grant, to developing multiple public and private sources of funding. Keck Advancement convened an advisory council of esteemed and high profile philanthropists, raised a “friends and fan” base from two to 20,000, and secured over \$55 million in federal grants and private philanthropy in less than a decade. High tech and high touch public relations and educational activities transformed the visibility of Keck Observatory and built unprecedented community and philanthropic support.

Interim Director of Advancement, Humboldt State University (HSU), 2002 - 2004, Arcata, California.

www.humboldt.edu

Provided leadership for the University’s advancement and alumni program to optimize private philanthropy, increase enrollment and strengthen community relations. Enrolled board members and developed all organizational formalities to create HSU’s first Advancement foundation. In 2004, HSU secured the largest philanthropic revenue in the school’s 90-year history, including the naming of two signature programs in forestry and renewable energy research.

Executive Director, Humboldt Arts Council and the Morris Graves Museum of Art, 1997 - 2002, Eureka, California.

www.humboldtarts.org

Managed the transformation of an established local non-profit arts agency to impact a broader constituency. Harnessing the board and new volunteers, we accelerated a multi-million dollar capital campaign from grass roots to grants and major gifts fundraising to transform Eureka’s historic Carnegie building into The Morris Graves Museum of Art. Also partnered with the area community foundation and major arts funders to increase public participation in the arts, and launched a \$10 million endowment fund for regional artists’ grants.

Deborah Goodwin

Page two

Director/CEO, Advance Awareness, Inc., 1983-1992, Waialua and Kamuela, Hawaii.

Inspired by the vision and teachings of R. Buckminster Fuller, I founded a private, non-profit, 501(c)3 educational corporation to contribute to humanity's "option to evolve." During the time of *glasnost* and *perestroika*, Advance Awareness sponsored numerous cultural exchange programs from Hawaii to the USSR, and two from the USSR to Hawaii, funded by corporate, individual sponsors and legislative support from the Hawaii State Foundation on Culture and the Arts, and co-produced two international films: "*Aloha, Comrade*," and "*Hot Siberians*," with Hawaii affiliates of CBS and PBS, respectively.

Fundraising Coordinator, The Nature Conservancy of Hawaii, 1981-1983, Honolulu, Hawaii.

Administrator of a multi-million dollar start-up campaign to pay for the purchase and management of eight wildlife preserves in Hawaii. Lead staff for donor research, fund development, board services, membership, communications and special events.

Research Assistant, The Oceanic Institute, 1976-1981, Waimanalo, Hawaii.

Technical staff member for a variety of marine science programs including the planning and build out of the Natural Energy Laboratory of Hawaii; the environmental impact assessment and Hawaiian fishpond restoration for Mauna Lani Resort; basic marine research; and finfish, reef fish and mahimahi aquaculture research and development.

EDUCATION:

Zoology, Ohio State University

Biology, University of California, Santa Cruz, earned Bachelor of Arts degree with Honors

OTHER CREDENTIALS AND PROFESSIONAL EXPERIENCE:

Hawaii Certified Teacher/Administrator:

The Parker School, Mid-Pacific Institute and Star of the Sea High School, 1978 - 1996.

Promoter/Instructor, Money & You, Tony Robbins, and other educational seminars, US and USSR, 1982 - 1996.

Director of Administration, State of the World Forum, San Francisco, 1996.

Member of the Board of Directors, Worldlink Foundation, San Francisco, 1996 - 2005.

Advisory Board Member, North Coast Dance, Humboldt, 2001 - 2005.

Art Judge, Kinetic Sculpture Race, Humboldt, 2001 - 2004.

Member of the Board of Directors, Waimea Country School, Kamuela, 2005 - 2009.

Finalist, Woman of the Year, *Pacific Business News*, non-profit category, Honolulu, 2013.

Winner, Best Social Media Campaign, *Pacific Edge Magazine*, Honolulu, 2013.

U.S. Certified Sailing Instructor/Bluewater Sailor.

"If the success or failure of this planet, and of human beings, depended on How I am and What I do...

How would I be? What would I do?

R. Buckminster Fuller



Chuck Gessert

P.O. Box 1511, Kamuela, HI 96743
(219) 241-7854, cgessert@me.com

Profile

Chuck has a strong background in facilities management highlighted by running the largest amphitheatre in North America. He has served in leadership positions for performing arts venues ranging from 200 to 35,000 seats with budgets ranging from \$1 million to \$25 million. He is experienced in sales, marketing, production management, and is a motivational leader. He has successfully produced music and live theatre events for the past 30 years.

Areas of Expertise

- Leadership and innovation
- Sales
- Marketing
- Strategic thinking
- Event ticketing
- Project management
- Budgeting

Education

1980-1984	University of Illinois	BFA	Theatre
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Employment

Kahilu Theatre, Artistic Director, 2017-present

- Responsible for planning, organizing, managing and delivering the overall artistic program for the Kahilu Theatre, a 486 seat Broadway-style house.
- Leading the development and promotion of arts programming and outreach for the theatre's youth and educational programs.
- Collaborating with the Executive Director and the Board to become the premier arts venue in the State.

South Bend Civic Theatre, Managing Director, 2013-2016

- Responsible for managing one of the largest civic theatres in the United States.
- Brought in new ticketing software which realized more than \$25,000 a year in savings and improved customer service.
- Initiated collaboration with county parks department to re-open a dormant amphitheatre and produced an event that attracted over 4,000 patrons the first year.

Shakespeare at Notre Dame, Audience Development Manager, 2011-2013

- Responsible for booking and marketing all Shakespeare at Notre Dame programs including the Notre Dame Shakespeare Festival and Actors From The London Stage.
- Booked Actors From The London Stage in week-long residencies at major universities across the United States on 10-week tours.

Theatre at the Center, 2001-2011

- 10 years of progressively responsible experience with a \$2.4 million dollar arts organization performing in 409 seat space. Effectively assumed all of the responsibilities of a **Managing Director** since the organization did not have that position.
- As **Production Manager**, Responsible for operating budget, hiring of all Equity and non-equity contracts for actors, designers and crew as well as all theatre planning and scheduling.
- As **Marketing Coordinator**, increased visibility of the theatre in the Chicago market including two highly successful promotions with WLS-AM. Responsible for all fundraising efforts for the theatre. Also **doubled subscription revenue** through increased focus on subscriber development.
- As **Group Sales Manager**, increased group sales over 50%.
- Created theater's first education program.
- **Director** of three Equity productions: *A Christmas Story*, *The Christmas Schooner* and *I Do, I Do!*. *A Christmas Story* set box office records and both musicals were Jeff Recommended and received Jeff Nominations.

Star Plaza Theatre, Director of Sales, 1995-2000

- Increased group sales over 300% for "Sesame Street Live"
- Increased VIP Season Ticket base by 100%
- Produced a series of profitable contemporary Christian concerts

World Music Theatre, General Manager, 1991-1993

- Managed largest outdoor amphitheatre in North America. Reduced losses and liabilities.
- Produced over 100 concerts from U2 to Bruce Springsteen highlighted by the first Lollapalooza event.
- Orchestrated successful buyout of facility.

Nederlander Chicago, New Business Development, 1990-1991

- Researched potential amphitheatre sites and new business entities.

WCKG-FM, Director of Marketing, 1989-1990

- Managed multi-million dollar advertising and promotions budget.
- Helped station achieve record high ratings.

Poplar Creek Music Theatre, Director of Marketing, Director of Sales, Production Manager, Director of Maintenance, 1982-1989

- Progressive and diverse responsibilities that included first sales of corporate boxes, private club membership, corporate sponsorships and countless unique concert promotions. Sold over a million dollars in tickets. Worked in one capacity or another on over 600 concerts.

Community Activities

- Past Secretary, Indiana Coalition for the Arts
- Past Board Member, Munster Chamber of Commerce, Munster Education Foundation, Elgin Convention and Visitors Bureau
- Past Lieutenant Governor, Indiana District, Kiwanis
- Past President, Munster Kiwanis

Darrell R. Ziegler, ASTC

Associate Principal, Theatre Design Specialist, (Retired June, 2015)

University of Southern Mississippi, Bachelor of Fine Arts 1973

Darrell serves as the Senior in-house theatre planner, theatre support space design and theatre equipment design specialist with over 28 years in theatre consulting experience. He brings to the firm a diverse background in the back stage aspects of theatre operations, having technical direction experience in professional theatres in New York City including The New York Shakespeare Festival Public Theatre, The New York Shakespeare Festival Delacorte Theatre, The Chelsea Center, and LaMama ETC. He was the original Technical Director for the Joyce Theatre, the first theatre in New York City whose renovation was designed specifically for dance. Darrell also stage managed Broadway and Off-Broadway shows in New York City.

Darrell designs and writes specifications for stage lighting & dimming systems, counterweight & motorized stage rigging systems, stage drapery systems, orchestra pit lifts and theatre equipment to ensure up to date operating conditions for both new and restored theaters. He also coordinates and inspects theatre equipment contractor installations. Throughout his consulting career of more than 25 years, Mr. Ziegler has been involved in more than 350 theatre projects around the country, encompassing over 100 projects with Westlake Reed Leskosky.

Projects with Westlake Reed Leskosky

BROADWAY, REGIONAL & COMMUNITY THEATRES

- Adler Theatre, Renovation, Davenport, Iowa
- Allen Theatre, Renovation, PlayhouseSquare The Power of Three Project, (LEED-NC Certified anticipated), Cleveland, Ohio
- Atlas Theatre, Renovation Feasibility Study, Cheyenne, Wyoming
- Aurora Community Theatre, Renovation, Aurora Ohio
- Avalon Theatre, Master Plan, Grand Junction, Colorado
- Avalon Theatre, Renovation, Grand Junction, Colorado
- Balboa Theatre, Renovation, San Diego, California
- Barbara Antonsen Memorial Park Amphitheatre, Design Competition, Sedona, Arizona
- Barbara Antonsen Memorial Park Amphitheatre, New Construction, Sedona, Arizona
- Bardavon Opera House, Renovation, Poughkeepsie, New York
- Bethel Woods Center for The Arts, New Construction, Bethel, New York
- Bijou Theatre, Renovation, Knoxville, Tennessee
- Bob Hope Patriotic Hall, Renovation (LEED-NC Gold), Los Angeles, California
- Broward Center for the Arts, Renovation Study, Ft. Lauderdale, Florida
- Buell Theatre, Renovation, Denver, Colorado
- Cain Park Amphitheatre, Renovation, Cleveland Heights, Ohio
- Carolina Theatre, Renovation, Charlotte, North Carolina
- Case-Barlow Barn, Adaptive Reuse, Hudson, Ohio
- Chandler Center for the Arts, Renovation, Chandler, Arizona
- Chester Library Community Arts Center, New Construction, Chester, Virginia
- City Bank Auditorium, Renovation, Lubbock, Texas
- Civic Theatre, Dimming Renovation, San Diego, California
- Clemens Center, Renovation, Elmira, New York
- Cleveland Museum of Art, Gartner Auditorium, Renovation, Cleveland, Ohio
- Cleveland Museum of Natural History, Murch Auditorium, Renovation, Cleveland, Ohio
- Cleveland School of the Arts, New Construction, Cleveland, Ohio
- Colonial Fox Theatre, Renovation, Pittsburg, Kansas

- Columbia Theatre, Renovation, Paducah, Kentucky
- Coronado Theatre, Renovation, Rockford, Illinois
- Custer Nugent Amphitheatre & Festival Area, Renovation & Expansion, Columbus, Indiana
- Cuyahoga Community College, East, Metro & West Campuses, Auditorium Renovations, Cleveland, Ohio
- Detroit Shoreway, Renovation, Cleveland, Ohio
- Dixie Theatre Center for the Arts, Renovation, Ruston, Louisiana
- Dixie Theatre, Renovation Study, Staunton, Virginia
- Dreamland Theatre, Renovation, Nantucket, Massachusetts (for MVPA)
- El Dorado Festivals Rialto Theatre, Renovation, El Dorado, Arkansas
- Elks Theatre, Renovation, Prescott, Arizona
- Emery Theatre, Renovation Conceptual Design, Cincinnati Ohio
- Franklin Theatre, Renovation, (LEED NC Certified) Franklin, Tennessee (for Hastings Architecture)
- Fox Fullerton Theatre, Renovation, Fullerton, California
- Founders Hall, Milton Hershey School, Renovation, Hershey, Pennsylvania (for MVPA)
- FutureGen Visitor's Center Auditorium, New Construction, Jacksonville, Illinois
- Germantown Performing Arts Centre, Feasibility Study, Germantown, Tennessee
- Hanna Theatre Renovation for the Great Lakes Theater Festival at PlayhouseSquare (LEED-CI Certified), Cleveland, Ohio
- Have de Grace Opera House, Renovation, Have de Grace, Maryland
- Huber Opera House, Renovation, Hicksville, Ohio
- Idea Center™ at PlayhouseSquare, Adaptive Reuse, (LEED-CI Pilot, Silver), Cleveland, Ohio
- Joplin Regional Arts & Entertainment Center, Feasibility Study, Joplin, Missouri
- Joplin Memorial Hall, Feasibility Study, Joplin, Missouri
- Kennedy Center for the Performing Arts, 2006 & 2011 Comprehensive Building Plans, Washington DC
- Keswick Theatre, Renovation Feasibility Study, Glenside, Pennsylvania
- Lauderhill Performing Arts Center and Library, New Construction (LEED-NC Gold anticipated), Lauderhill Florida
- Lincoln Theatre, Renovation, Washington DC
- Lincoln Square Theatre, Renovation, Decatur, Illinois
- Lone Tree Arts Center, New Construction (LEED-NC v2009 Silver Certified), Lone Tree, Colorado
- Los Angeles Theatre, Renovation, Los Angeles, California
- Lyceum Theatre, Renovation, San Diego, California
- Lyric Theatre, Renovation Feasibility Study, Birmingham, Alabama
- Lyric Theatre, Renovation, Birmingham, Alabama
- Madison Theatre, Renovation Feasibility Study, Peoria, Illinois
- Mandell JCC/Playmakers, Renovation, Beachwood, Ohio
- Modell PAC at the Lyric Opera House, Renovation, Baltimore, Maryland (for MVPA)
- Mohawk Theatre, Renovation, North Adams MA (for MVPA)
- Museum of Contemporary Art Cleveland (LEED-NC Silver anticipated), Cleveland, Ohio
- Muskogee Little Theatre, New Construction, Muskogee, Oklahoma
- Nederlander Worldwide, Grand Theatre, New Construction, Hualien, Taiwan
- Nederlander Worldwide, North Bund PAC, Shanghai, China
- Jeanne B. McCoy Community Center for the Arts, New Construction, New Albany, Ohio
- NorShor Theatre, Renovation Feasibility Study, Duluth, Minnesota
- NorShor Theatre, Renovation, Duluth, Minnesota
- Ohio Theatre, Renovation, Toledo, Ohio
- Onondaga County Lakeview Amphitheatre, New Construction, Geddes, New York

- Pacific Theatre, Renovation Feasibility Study, Hollywood, California
- Palace Theatre, Renovation, Cleveland, Ohio
- Palace Theatre, Renovation, Marion, Ohio
- Palais des Banquets Amphitheatre, New Construction, Libreville, Gabon
- Paramount Theatre, Renovation Feasibility Study, Austin, Texas
- Paramount Theatre, Renovation Study, Casa Grande, Arizona
- Peoria Center for the Performing Arts, New Construction, Peoria, Arizona
- Phoenix Center For The Arts, Renovation, Phoenix, Arizona
- Phoenix Symphony Hall, Renovation, Phoenix, Arizona
- Phoenix Theatre, Black Box Sightline Study, Phoenix, Arizona
- Pipers Opera House, Renovation, Virginia City, Nevada
- Progressive Insurance Discover Center Auditorium New Construction, Cleveland OH
- Ritz Theatre, Renovation Feasibility Study, Newburgh, New York
- Ritz Theatre, Renovation, Newburgh, New York
- Saban Theatre, Renovation, Beverly Hills, California
- Sacramento Community Center Theater, Renovation, (LEED-NC, Silver anticipated), Sacramento, California
- Seagle Music Colony, New Construction, Schroon Lake, New York
- Saenger Theatre, Renovation, Mobile, Alabama
- Smithsonian Institute Renwick Gallery, Renovation, Washington DC
- Starlight Bowl Amphitheatre, Renovation Master Plan, Burbank, California
- State Theatre, Renovation Feasibility Study, Austin, Texas
- State Theatre, Renovation, Ithaca, New York
- State Theatre, Renovation, State College, Pennsylvania
- Strand-Capitol Theatre, Renovation, York, Pennsylvania
- Tampa Theatre, Renovation Feasibility Study, Hollywood, California
- Tennessee Theatre, Renovation, Knoxville, Tennessee
- Tivoli Theatre, Renovation, Downers Grove, Illinois
- Ulster PAC Broadway Theatre, Renovation Feasibility Study, Kingston, New York
- Virginia Sports Museum, New Construction, Portsmouth, Virginia
- Virginia Theatre, Renovation, Champaign, Illinois
- Wausau Arts Block, Addition/Renovation, Wausau, Wisconsin
- Weinberg Center, Renovation, Frederick, Maryland
- Williams County Playhouse, Renovation/Adaptive Reuse, Bryan, Ohio
- Yorktown Victory Center, New Construction, (LEED-NC, Silver anticipated) Yorktown, Virginia
- Yuma Theatre, Renovation, Yuma, Arizona

COLLEGE AND UNIVERSITY THEATRE PROJECTS

- Case Western Reserve University, Maltz Performing Arts Center Study, Cleveland, Ohio
- Case Western Reserve University, Strosacker Auditorium, Renovation, Cleveland, Ohio
- Cuyahoga Community College, East, Metro & West Campuses, Auditorium Renovations, Cleveland, Ohio
- Fashion Institute of Technology, Haft Auditorium, Renovation, New York, New York
- Fashion Institute of Technology, Katie Murphy Amphitheatre, Renovation, New York, New York
- George Mason University CVPA Master Plan, Hylton Study, Fairfax, Virginia
- Glendale Community College Performing Arts Center, Renovation, Glendale, Arizona
- Hiram College, Frohring Arts Building, Renovation/Adaptive Reuse, Hiram, Ohio
- Kent State University, Franklin Hall, Renovation, Kent, Ohio
- Maryville College, New Construction Programming, Maryville, Tennessee
- Mesa Community College, Theatre Outback Renovation, Mesa, Arizona
- Oberlin College, Apollo Theatre, Renovation, (LEED – NC 2009, Silver Anticipated) Oberlin, Ohio

- Oberlin College, Finney Chapel, Renovation, Oberlin, Ohio
- Oberlin College, Kohl Building, New Construction (LEED-NC 2.2 Gold), Oberlin, Ohio
- Paradise Valley Community College Performing Arts Center, New Construction, Phoenix, Arizona
- Paradise Valley Community College PAC Music Room, Renovation, Phoenix, Arizona
- Point Park University, Performing Arts Center, New Construction, Pittsburgh, Pennsylvania
- Prince George's Community College, Rennie Forum Improvements, Largo, Maryland
- Slippery Rock University, Miller Auditorium, Renovation and Expansion New Construction, (LEED Silver Targeted) Slippery Rock, Pennsylvania
- Suffolk University, Modern Theatre, Renovation, Boston Massachusetts (for MVPA)
- Tarleton State University, Clyde Wells Performing Arts Building, Renovation, Stephenville, Texas
- University of Cincinnati Conservatory of Music, Corbett Auditorium Renovation, Cincinnati, Ohio
- University of Mary Hardin Baylor Performing Arts Center, New Construction, Belton, Texas
- University of Michigan North Campus Amphitheatre, New Construction, Michigan
- University of Mt. Union Performing Arts Center, New Construction, Alliance, Ohio
- University of Southern California, Thornton School of Music Rehearsal Room, Renovation, Los Angeles, California

HIGH SCHOOL THEATRE PROJECTS

- Ballou Senior High School, New Construction, Washington D.C. (for MVPA)
- Breen Center for the Performing Arts, St. Ignatius High School, New Construction (LEED-NC 2.2 certified), Cleveland, Ohio
- Buckley School, Walsh Building Assembly, Renovation, New York, New York
- Cab Calloway High School, Renovation, Wilmington, Delaware
- Deerfield Center for the Arts at Deerfield Academy, Renovation & New Construction Expansion, Deerfield, Massachusetts (for MVPA)
- EastCONN Arts Magnet High School, Renovation, Willimantic Connecticut (for MVPA)
- Exeter Academy, Forrestal-Bowld Music Center Recital Hall, New Construction (for MVPA)
- Georgetown Day School, Renovation, Washington DC (for MVPA)
- Gilmour Academy, Performing Arts Center New Construction & Renovation, Gates Mills, Ohio
- Greenwich Country Day School, New Construction, Greenwich, Connecticut (for MVPA)
- Hathaway Brown School Auditorium, Renovation, Cleveland, Ohio
- Higgins Middle School Auditorium, New Construction, Peabody, Massachusetts (for MVPA)
- Horizon High School, Renovation, Phoenix, Arizona (for DLR Architects)
- Joplin High School PAC, Feasibility Study, Joplin, Missouri
- Lee Williams High School Auditorium, Renovation, Kingman, Arizona
- Loomis Chaffe School, Renovation, Hartford, Connecticut (for MVPA)
- McDonogh School, St. John Student Center, New Construction, Owings, MD (for MVPA)
- McLearn Road Academy, New Construction, Herndon, Virginia (for MVPA)
- Methuen High School, New Construction, Methuen, Massachusetts (for MVPA)
- Mingus Union High School, Renovation, Cottonwood, Arizona (for Architecture Works)
- Naugatuck High School, Renovation, Naugatuck, Connecticut (for MVPA)
- Noble & Greenough High School, New Construction, Dedham, Massachusetts (for MVPA)
- Northfield Mt. Hermon School, Rhodes Center for the Arts, New Construction, Gill, Massachusetts (for MVPA)
- North Haven High School, New Construction, North Haven, Connecticut (for MVPA)
- Oliver Ames High School, New Construction, North Easton, Massachusetts (for MVPA)
- Our Lady of Good Council High School Performing Arts Center, New Construction, Olney, Maryland
- Shore Country Day School C3 Center, New Construction, Beverly, Massachusetts (for MVPA)
- St. Ann's-Belfield School, New Construction, Charlottesville, Virginia (for MVPA)
- St. Ann's-Belfield School Apron Stage, New Construction, Charlottesville, Virginia (for MVPA)

- Norfolk Academy, Tucker Arts Center, New Construction, Norfolk, Virginia (for MVPA)
- Veritas Preparatory Academy, Veritas Perf. Arts Center, Phoenix, Arizona (for Orcutt-Winslow)
- Wakefield High School, New Construction, Arlington, Virginia (for MVPA)
- Watertown High School, Renovation, Watertown, Connecticut (for MVPA)
- Westlake High School Performing Arts Center, New Construction, Westlake, Ohio

As a theatre consultant to other firms, Mr. Ziegler has contributed to over 140 other projects including:

BROADWAY, REGIONAL & COMMUNITY THEATRES

- 2121 Pennsylvania Avenue, New Construction, Washington DC
- Allen Theatre, Renovation, Cleveland, Ohio
- American Festival Theatre at Stratford, Renovation, Stratford, Connecticut
- Benedum Center, Operations Study, Pittsburgh, Pennsylvania
- Biltmore Theatre, Renovation Feasibility Study, New York, New York
- Black Rock Center for The Arts, New Construction, Germantown, Maryland
- Boyd Theatre, Renovation Feasibility Study, Philadelphia, Pennsylvania
- Brooks-Atkinson Theatre, Renovation, New York, New York
- Camden Opera House, Renovation, Camden, Maine
- Capital Repertory Co., Renovation, Albany, New York
- Capital Theatre, Renovation, Dover, Delaware
- Castle Farms Recital Hall, Renovation, Washington, Virginia
- Chattanooga Little Theatre, Feasibility Study, Chattanooga, Tennessee
- Citizens Theatre, Renovation, Providence, Rhode Island
- City Opera House, Renovation, Traverse City, Michigan
- Disney Showcase Theatres, Feasibility Study, Orlando, Florida
- Ford Center for the Arts (Oriental Theatre), Renovation, Chicago, Illinois
- Frauenthal Center, Renovation, Muskegon, Michigan
- Fulton Opera House, Renovation, Lancaster, Pennsylvania
- Fulton Theatre, Renovation, Pittsburgh, Pennsylvania
- Garde Arts Center, Renovation, New London, Connecticut
- Gershwin Theatre, Renovation Feasibility Study, New York, New York
- Grandel Theatre, Adaptive Reuse, St. Louis, Missouri
- Henry Miller Theatre, Renovation, New York, New York
- Founders Hall, Hershey School, Renovation Feasibility Study, Hershey, Pennsylvania
- Hilton Theatre (Ford Center for the Arts) (Lyric Theatre), Renovation, New York, New York
- Houston/PACE Theatre, Feasibility Study, Houston, Texas
- Hudson Opera House, Renovation Feasibility Study, Hudson, New York
- Howard County Arts Center, New Construction, Ellicott City, Maryland
- Indiana Repertory Theatre, Renovation, Indianapolis, Indiana
- Jackie Gleason Theatre, Renovation Feasibility Study, Miami Beach, Florida
- Jamaica Arts Center, Renovation, Queens, New York
- Japan Society Auditorium, Renovation, New York, New York
- Keith-Albee Theatre, Renovation Feasibility Study, Huntington, West Virginia
- Kennedy Center for Performing Arts, Technical Study of Performance Spaces, Washington DC
- Kennedy Center for The Performing Arts Concert Hall, Renovation, Washington DC
- Kennedy Center for The Performing Arts, Millennium Stages, Renovation, Washington DC
- Kennedy Center for The Performing Arts, Opera House, Renovation, Washington DC
- Kennedy Center for The Performing Arts, Terrace Theatre, Renovation, Washington DC
- "Little Fox", New Construction, St. Louis, Missouri
- Little Theatre of Alexandria, Renovation, Alexandria, Virginia

- Lunt-Fontanne Theatre, Renovation, New York, New York
- Lyric Opera House, Renovation, Baltimore, Maryland
- Mark Hellinger Theatre, Renovation Feasibility Study, New York, New York
- Marquis Theatre, New Construction, New York, New York
- Maryland Museum of African American Culture, New Construction, Baltimore, Maryland
- Masonic Temple Theatre, Renovation Feasibility Study, Scranton, Pennsylvania
- McCarter Theatre, Princeton University, Princeton, New Jersey
- Metropolitan Opera House, Renovation Feasibility Study, Philadelphia, Pennsylvania
- Milwaukee PAC, Renovation Feasibility Study, Milwaukee, Wisconsin
- Minskoff Theatre, Renovation, New York, New York
- Mohawk Theatre, Renovation, North Adams, Massachusetts (for MVPA)
- Montgomery Blair Theatre, Renovation, Silver Springs, Maryland
- National Museum of the American Indian Theatre, New Construction, Washington DC
- Neil Simon Theatre, Renovation, New York, New York
- New Amsterdam Theatre, Renovation Feasibility, New York, New York
- North York PAC, Feasibility Study, Toronto, Ontario, Canada
- Olde Town Pavilion, New Construction, Gaithersburg, Maryland
- Orchestra Hall, Renovation, Detroit, Michigan
- Orpheum Theatre, Renovation, San Francisco, California
- Palace Theatre, Renovation, New York, New York
- Palace Theatre, Renovation Feasibility Study, Chicago, Illinois
- Palace Theatre, Renovation, Greensburg, Pennsylvania
- Palace Theatre, Renovation, Waterbury, Connecticut
- Pantages Theatre, Renovation, Los Angeles, California
- Pantages Theatre Renovation, Toronto, Ontario, Canada
- Playwrights Horizon, Renovation, New York, New York
- Proctor's Theatre, Renovation Feasibility Study, Schenectady, New York
- Promenade Theatre, Renovation, New York, New York
- Ras Al Khaimah Cultural Center, New Construction, United Arab Emirates
- Ritz Theatre, Renovation, Jacksonville, Florida
- Rocco (Stuart) Theatre, Renovation, Lincoln, Nebraska
- Round House Theatre, New Construction, Bethesda, Maryland
- Shanghai Center Theatre, New Construction, Shanghai China
- Shubert Theatre, Renovation Feasibility Study, Chicago, Illinois
- South Jersey PAC, Adaptive Reuse, Camden, New Jersey
- Stanley Theatre, Renovation, Utica, New York
- Theatre 4, Renovation, New York, New York
- Toussaint PAC, Feasibility Study, New York, New York
- Trinity Repertory Theatre, Renovation, Providence, Rhode Island
- Uncas Memorial Center, Renovation, Norwich, Connecticut
- Unicorn Theatre, Berkshire Theatre Festival, New Construction, Stockbridge, Massachusetts
- Walter Kerr Theatre, Renovation, New York, New York
- Warner Theatre, Renovation, Washington DC
- Wells Theatre, Renovation, Norfolk, Virginia
- Westchester County Center, Renovation, White Plains, New York
- Westside Theatre, Renovation, New York, New York
- Wheeler Opera House, Renovation, Aspen, Colorado
- Whiting Auditorium, Renovation, Flint, Michigan
- Women's IntertArt Center, Adaptive Reuse, New York, New York
- Women's Project Theatre, Renovation, New York, New York

COLLEGE AND UNIVERSITY THEATRE PROJECTS

- Baltimore City Community College, Baltimore, Maryland
- Bryn Mawr College, Goodhart Hall, Renovation, Bryn Mawr, Pennsylvania
- Cleveland State University Recital Halls, New Construction, Cleveland, Ohio
- Eastern Michigan University, Renovation, Ypsilanti, Michigan
- Franklin & Marshall, New Construction, Lancaster, Pennsylvania
- Harrisburg Area Community College, Renovation, Harrisburg, Pennsylvania
- Ithaca College, Renovation, Ithaca, New York
- Kaye Playhouse, Hunter College, Renovation, New York, New York
- Mansfield University, Rigging System Renovation, Mansfield, Pennsylvania
- Marshall University, Main Stage and Black Box Theatres, New Construction, Huntington, West Virginia
- Miami University, Hall Auditorium, Renovation, Oxford, Ohio
- New Jersey City University, Renovation, Jersey City, New Jersey
- Oberlin College, Feasibility Study, Oberlin, Ohio
- Old Dominion University, Barn Theatre, Renovation, Norfolk, Virginia
- University of Alabama, Moody Music Center, New Construction, Tuscaloosa, Alabama
- University of Pittsburgh, Bellefield Halls Arts Center, Renovation/Adaptive Reuse, Pittsburgh, Pennsylvania
- University of Scranton, New Construction, Main Stage and Workshop Theatres, Scranton, Pennsylvania

HIGH SCHOOL THEATRE PROJECTS

- Fieldston School, Alex Cohen Theatre, Renovation, Riverdale, New York
- Hershey School, Catherine Hall, Renovation, Hershey, Pennsylvania
- Mamaroneck High School, Pace Center, Renovation, Mamaroneck, New York
- Mercersburg Academy, Renovation, Mercersburg, Maryland
- North Branford High School, North Branford, Connecticut
- Philadelphia High School of Creative and Performing Arts, New Construction, Philadelphia, Pennsylvania
- St. Marks School, New and Adaptive Reuse, Southborough, Massachusetts
- Wilde Lake High School, Jim Rouse Theatre, New Construction, Columbia, Maryland

MISCELLANEOUS PROJECTS

- Allstate Arena (Rosemont Horizon Arena), Renovation Feasibility Study, Rosemont, Illinois
- Big Apple Circus, New Tent Seating, New York, New York
- Cathedral of the Madeleine, Renovation, Salt Lake City, Utah
- Castle Clinton, Adaptive Reuse, New York, New York
- Upper West Side JCC, Renovation, New York, New York
- McLean Bible Church, New Construction, Vienna, Virginia
- Sid Jacobson JCC, Renovation, East Hills, New York
- Temple Emanu-El, Renovation, New York, New York

Professional Affiliations:

- American Society of Theatre Consultants (ASTC)
- League of Historic American Theatres (LHAT)
- Theatre Historical Society
- United States Institute for Theater Technology (USITT National)
- USITT Desert State Regional Section
- Actors Equity Association

Speaking Engagements:

- Panel member at "So You Got a Theatre for Christmas" education session at 2006 USITT Annual Conference – Louisville, Kentucky
- Moderator for "Writing the Lighting Specification" education session at 2007 USITT Annual Conference – Phoenix, Arizona
- Panel member for "Motorized Rigging" education session at 2008 USITT Annual Conference – Houston, Texas
- Panel member at "Designing a Safe Workplace" session at the July 2008 North American Theatre Engineering and Architecture Conference (NATEAC) in New York, New York