

**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:

Lanai Academy of Performing Arts Inc.

Amount of State Funds Requested: \$ 36,500

Brief Description of Request (Please attach word document to back of page if extra space is needed):

The Lanai Academy of Performing Arts is seeking Grant-in-Aid funds to support its performing arts programs. Through our vision to make performing arts education accessible and affordable to all Lanai youth, we offer a wide variety of opportunities for students ages 3-18, including two Broadway Junior productions per year, as well as weekly dance and drama classes. This grant will support our goals to develop youth as musical, social-emotional, and behavioral role models that can work together effectively and empower them to become their very best.

Amount of Other Funds Available:

State: \$ 10,000

Federal: \$ _____

County: \$ 10,000

Private/Other: \$ 9,502.49

Total amount of State Grants Received in the Past 5 Fiscal Years:

\$ 10,000

Unrestricted Assets:

\$ 10,268.93

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 631124

City:

Lanai City

State:

HI

Zip:

96763

Contact Person for Matters Involving this Application

Name:
Matt Glickstein

Title:
Executive Director

Email:
lanaiacademy@gmail.com

Phone:
808-221-8926

Federal Tax ID#:

██████████

State Tax ID#

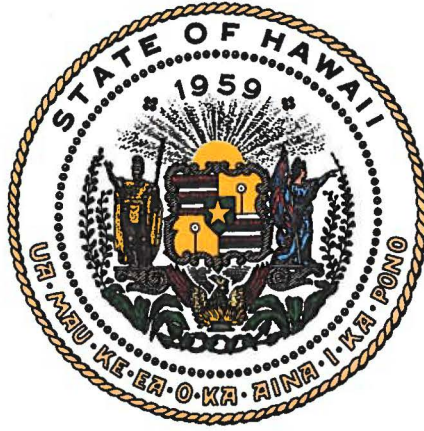
██████████

Matt Glickstein
Authorized Signature

Matt Glickstein, Executive Director
Name and Title

1/14/20
Date Signed

received
01/15/2020



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

LANAI ACADEMY OF PERFORMING ARTS, INC.

was incorporated under the laws of Hawaii on 09/20/2016 ; that it is an existing nonprofit corporation; and that, as far as the records of this Department reveal, has complied with all of the provisions of the Hawaii Nonprofit Corporations Act, regulating domestic nonprofit corporations.



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

Dated: January 13, 2020

Director of Commerce and Consumer Affairs

**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAII REVISIED STATUTES**

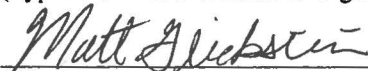
The undersigned authorized representative of the applicant certifies the following:

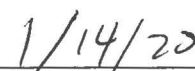
- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant is awarded;
 - b) Complies with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
 - c) Agrees not to use state funds for entertainment or lobbying activities; and
 - d) Allows the state agency to which funds for the grant were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant.
- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided.
- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
 - b) Has a governing board whose members have no material conflict of interest and serve without compensation.

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

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

Lanai Academy of Performing Arts Inc.
(Typed Name of Individual or Organization)


(Signature)


(Date)

Matt Glickstein
(Typed Name)

Executive Director
(Title)

II. Background and Summary

1. A brief description of the applicant's background

The Lanai Academy of Performing Arts (LAPA) was established in 2013, and became a non-profit as of March 2017. LAPA is located in the community of Lanai City, Hawaii, and services all of the island's school-aged children. There are about 550 students at Lanai High and Elementary School. Yearly, LAPA has approximately 70-80 children involved in its programming, which includes two Broadway Junior productions, and beginning in 2020, weekly dance classes.

LAPA's mission is to create a safe environment outside of school where students can explore their creativity and feel a sense of acceptance and belonging while learning valuable life-skills.

Our primary focus and long term goal is to create contributing members of society that have self-confidence and know how to work together.

2. The goals and objectives related to the request

LAPA's vision is to include every single student that wants to participate in our programming. One way we accomplish this is by keeping our dues affordable for families on Lanai. Our tuition for one semester of programming is only \$75 per child, where comparable programs on other islands charge up to \$800 for the same services. We also offer payment plans and fundraising options for anyone needing financial aid. Since we are the only after school performing arts program on island, we include all children from grades K-12 (as well as pre-school in our dance classes) in our programming, whereas most other performing arts programs begin at 3rd grade and higher.

- *Goal: Provide a diverse range of programming, with easy and affordable access for all of Lanai youth interested in performing arts*
 - Objective: Begin weekly dance and drama classes, with multiple levels. Classes open to students as young as 3 to 18
 - Objective: Make LAPA as accessible as possible to all Lanai children by keeping tuition dues under \$100 per show/semester, providing need-based financial aid and assistance
 - Objective: Encourage participation from underserved minorities through outreach and financial aid

- *Goal: Engage and enliven our Lanai community with live performances of Broadway Junior shows and dance recitals performed by Lanai youth*
 - Objective: Produce and perform two Broadway Junior musicals, selected from the Music Theater International catalog
 - Objective: Teach two levels of Hip-hop dance and Tap/Jazz dance throughout our fall and spring semesters, with a culminating performance at the end of each semester

- *Goal: LAPA students hold themselves to high standards, developing themselves as musical, social-emotional, and behavioral role models that know how to work together*
 - Objective: Monitor and maintain student engagement through games and exercises that build trust and require the group to rely on each other
 - Objective: Teach communication and engagement through improvisation
 - Provide unique, inspiring, and beneficial artistic opportunities such as field trips and workshops with guest artists
 - Objective: Students return to LAPA year after year, seeking opportunities to advance and grow
- *Goal: Older members of LAPA mentor younger students through an internship program*
 - Objective: Develop youth as leaders, teachers, and citizens through an internship program where older students (grades 6 and up) take on directing and technical roles for a 30 minute Broadway Junior production geared towards grades K-5
 - Objective: Provide mentorship and support for interns to succeed
- *Goal: Provide opportunities for students to experience theater outside of Lanai*
 - Objective: Travel with students to Maui to watch at least one professional production, as well as a youth production
 - Objective: Collaborate with Maui Academy of Performing Arts for the third MAPA/LAPA day, where students from MAPA and LAPA have a day of getting to know each other by playing theater games and performing for each other.
 - Objective: Travel with a group of students and chaperones in February 2021 to the Junior Theater Festival West in Sacramento, California (open to ages 8-18)

3. The public purpose and need to be served

It is our belief that LAPA, a nonprofit entity, shall serve the public by creating and sustaining performing arts programs for youth of all ages.

Especially on the island of Lanai, there are few opportunities for students who wish to have access to performing arts. Lanai High and Elementary, the island's only school (K-12), does not offer any drama program. There is music class offered for grades 6-12, but no music program for elementary school students other than what their classroom teachers can offer.

LAPA provides a variety of opportunities for students of all ages:

- Pre-school aged students can take beginning dance classes in Hip-Hop, Jazz, tap, and ballet beginning in 2020
- Students in grades K-5 also can take dance and acting classes, as well as participate in two Broadway Junior productions per year, with one specifically geared towards ages K-5 (30 minute shows)
- Students that are more advanced and/or older can take higher level dance and acting classes, and participate in two Broadway Junior productions, with one specifically geared towards grades 6-12 (60 minute show).
- Students in grades 6 and up also have an opportunity to apply for our internship program, where they can take on directing roles in acting, dance, and music, as well

as learn technical theater skills such as set design, stage managing, and sound production. All student interns are exempt from paying tuition.

- At least once per year, LAPA travels with students to Maui to watch a professional production done by Maui Academy of Performing Arts or Iao Theater, as well as do a workshop with Maui Academy of Performing Arts students
- Beginning in 2019, LAPA travelled to participate in the Junior Theater Festival West in Sacramento, California with 19 students to perform a 15 minute selection for adjudication by Broadway professionals. LAPA received national awards: the Freddie G Excellence in Acting Award, and Executive Director Matt Glickstein received the Broadway Junior Spirit Award, one of the highest honors an individual can receive at the Junior Theater Festival. It is given to a person who has shown that a musical is much more than just a performance – it is an opportunity to make a positive, life-long impact on a young person’s life. He received an all-expense paid trip to New York City, complete with professional development, Broadway performances and unforgettable celebrations as well as \$5,000 from Freddie and Myrna Gershon to enhance the Lanai Academy of Performing Arts arts program. LAPA intends to return to the Junior Theater West every two years (2021, 2023, etc.).

LAPA also benefits the local economy in many ways:

- employs five staff members
- hires local vendors for photography, videography, graphic design, and sound
- hires local entertainers to perform during the pre-show and intermission
- hires high school students (fundraising for their class fund for graduation) to set up and clean up for its events
- purchases supplies for sets, costumes, and cast parties from local vendors
- advertises for local businesses in our Playbills for each performance
- uses Maui accounting firm, Oahu payroll service
- brings visitors to Lanai specifically to watch performances: i.e. family members and friends flying in from off-island
- allows families on Lanai to send children to a one semester program at only a \$75 cost, over eight times less than the average cost for a similar program

4. Describe the target population to be served

LAPA targets Lanai’s youth, ages 3 to 18. As discussed earlier, we do two Broadway Junior productions per year, one geared towards grades K-5, and the other grades 6 and higher. Beginning in 2020, we will be offering beginning and advanced dance and acting classes. For most of our show performances, we offer \$10 adult tickets, \$5 student tickets, and children under 5 are free. In 2019, for our original production of *Day of Conquest: A Story of Kaululā’au*, we were able to offer three free performances to the Lanai community through an OHA grant. We hope to continue to be able to provide this kind of accessibility in the future through donations and grants.

5. Describe the geographic coverage

Maui County: All of our classes and performances currently take place in Lanai City. LAPA travels to Maui at least once per year to attend performances and a workshop with the Maui Academy of Performing Arts.

California: Once every two years (next in February 2021), LAPA attends the Junior Theater Festival West in Sacramento, California

III. Service Summary and Outcomes

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

The entire LAPA staff will be involved with this Grant Activity, as it integrates with our core operations and programmings. We project at least 125 students will be directly served in the 12 month grant period. This breaks down to approximately 75 students in our two Broadway Junior productions (one in November, one in June), 30 students in our dance classes (fall and spring), and 20 students in our acting classes (fall and spring).

LAPA runs primarily around the public school calendar. We begin our fall semester when school resumes in early August and run until winter break in late December. In that timeframe, we produce one Broadway Junior production (November), as well as offer dance and acting classes. We call the first week of our productions and dance classes a workshop and they are free for anyone to try. Once we do auditions, then students need to officially commit and pay tuition. When school resumes in January, we begin our spring semester, producing another Broadway Junior production, as well as offering dance classes (acting classes are fall only). IN years where we travel to the Junior Theater Festival (February), we rehearse in December and January, and begin our Broadway Junior production in late February. Our Broadway Junior production is typically performed the week after school lets out for the summer in early June. During the seven or eight weeks of summer break, LAPA students travel to Maui twice—once for MAPA/LAPA day, and once to watch a production.

As LAPA does not own its own rehearsal or performance facilities, we maintain a long term partnership with Lanai High and Elementary School. We are charged a reduced non-profit facility rental fee for use of the cafeteria. LAPA ensures proper care and safety procedures, as the school allows us use of their facilities outside of normal business hours. All teaching personal are provided by LAPA, from staff to volunteers.

Outreach and marketing for student recruitment begins two weeks prior to the start of each semester, with flyers posted around Lanai City and on social media. Registration is done through the LAPA website (www.lanaiacademy.org).

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

Although the Grant Activity begins in FY21, LAPA will begin work many months prior. Rehearsals and classes will be held continuously every month, with a summer break from mid-June through the end of July.

July 2020

Summer break, optional field trip to Maui to attend theater performance

August 2020

Weekly rehearsals, workshop/auditions for fall Broadway Junior production begin

LAPA internship program (Aug-Nov)

Dance and acting classes begin

September 2020

Rehearsals in full swing

Dance and acting classes continue

October 2020
Rehearsals in full swing
Dance and acting classes continue

November 2020
Broadway Junior show performance
Dance performance

December 2020
Rehearsals begin for Junior Theater Festival West
New dance semester starts

January 2021
Rehearsals continue for Junior Theater Festival West
Dance classes continue

February 2021
LAPA travels to Junior Theater Festival West in Sacramento
Next Broadway Junior production workshop begins at end of month
Dance classes resume

March 2021
Auditions for Broadway Junior production
Dance classes continue

April 2021
Rehearsals for Broadway Junior production
Dance classes continue

May 2021
Rehearsals for Broadway Junior production
Dance recital

June 2021
Broadway Junior performance
MAPA/LAPA day

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 LAPA staff, which is led by our full time Executive and Music Director, monitor student learning and progress throughout the year, and directly communicate any concerns to parents. Arts instruction requires a continuous feedback loop, and providing and responding to feedback is one of the hallmarks of a well-run arts program. LAPA has weekly staff meetings to ensure communication between teachers. There are bi-annual meetings by the Board of Directors to evaluate results. Professional development opportunities include attending the Maui Academy of Performing Arts workshops and performances, as well as specific director workshops at the Junior Theater Festival West in Sacramento, California.

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

- Quantities of enrolled students, new students, rate of retention, activities planned (rehearsals, workshops, performances, field trips, festivals) and executed
- Assessment reporting: As part of its relationship with the LHES Foundation, LAPA is required to submit an assessment reporting form at least once per project. This form is broken down into five core elements:
 - Anything and Everything is Possible
 - Lana'i Based
 - Hands-on and Project Based
 - Leadership Development
 - Lifelong LearningEach project must include all core elements, and examples must be given of each. The types of assessment used are:
 - selected response
 - written response
 - performance assessment
 - personal communications
- Parent, student, and audience surveys following performances
- Testimonials from LAPA parents

IV. Financial

1. See attached for the following:
 - a. Budget request by source
 - b. Personnel salaries and wages
 - c. Equipment and motor vehicles
 - d. Capital project details
 - e. Government contracts, grants, and grants in aid

2. Anticipated quarterly funding requests for the fiscal year 2021

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$10,000	\$10,000	\$10,000	\$6,500	\$36,500

3. Other funding sources being sought for FY21.

LAPA will be applying to numerous private foundations who have supported our programs in past years, including (but not limited to): Manele Koele Charitable Fund, Laura Jane Musser Fund, McInerny Foundation, Atherton Foundation, Cooke Foundation, and the Lanai Community Benefit Fund. We also will be applying for funding from the Maui County Office of Economic Development for FY21.


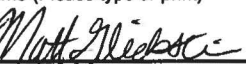
4. List of all state and federal tax credits – NOT APPLICABLE
5. List of federal, state, and county contracts/grants/GIA – see attached
6. Balance of unrestricted current assets as of December 31, 2019: \$10,268.93

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2020 to June 30, 2021

App

Lanai Academy of Performing Arts Inc.

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
A. PERSONNEL COST				
1. Salaries	25,500		7,500	22,500
2. Payroll Taxes & Assessments				12,000
3. Fringe Benefits				
TOTAL PERSONNEL COST	25,500		7,500	34,500
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				
2. Insurance				
3. Lease/Rental of Equipment			815	700
4. Lease/Rental of Space				
5. Staff Training				3,500
6. Supplies				
7. Telecommunication				
8. Utilities				
9 Facility costs			1,685	1,000
10 Production costs (royalties, show programs)	6,000			
11 Costumes and sets				5,000
12 Accounting and payroll fee				4,238
13 Marketing				4,650
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	6,000		2,500	19,088
C. EQUIPMENT PURCHASES	5,000			1,500
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)	36,500		10,000	55,088
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	36,500	<div style="display: flex; justify-content: space-between;"> <div style="text-align: center;">  Name (Please type or print) </div> <div style="text-align: center;"> 808-221-8926 Phone </div> </div>		
(b) Total Federal Funds Requested		<div style="display: flex; justify-content: space-between;"> <div style="text-align: center;">  Signature of Authorized Official </div> <div style="text-align: center;"> 1/14/20 Date </div> </div>		
(c) Total County Funds Requested	10,000	Matt Glickstein, Executive Director Name and Title (Please type or print)		
(d) Total Private/Other Funds Requested	55,088			
TOTAL BUDGET	101,588			

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2020 to June 30, 2021

Applicant: Lanai Academy of Perform

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

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
NOT APPLICABLE			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2020 to June 30, 2021

Applicant: Lanai Academy of Performing Arts Inc

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	N/A					
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:						
JUSTIFICATION/COMMENTS:						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Lanai Academy of Performing Arts Inc.

Contracts Total: 50,000

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1	Maui County OED Grant 2018	1/1/18-6/30/18	Office of Economic Development	Maui	10,000
2	Maui County OED Grant FY19	9/1/18-6/30/19	Office of Economic Development	Maui	10,000
3	Maui County OED Grant FY20	7/1/19-6/30/20	Office of Economic Development	Maui	10,000
4	National Endowment for the Arts	7/1/19-6/30/20	U.S. Federal Government	U.S	10,000
5	SFCA	7/1/19/6/30/20	SFCA	State	10,000
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V. Experience and Capacity

LAPA is the only after school performing arts program operating on Lanai. During the school year, our program typically operates three days per week, with approximately 9 hours of contact time. Exceptions to this are in weeks leading up to performances, where rehearsals can stretch to 5-6 days per week, with longer rehearsal times.

Listed are some of the key LAPA accomplishments:

- 2013 Original production of *Island Below the Star*, old Lanai movie theater
- 2013 Holiday performance with Brenna Whitaker, The Lodge at Koele
- 2014 Oahu field trip to see *Lion King the Musical*
Workshop with *Lion King* professional touring cast members
- 2014 Production of *101 Dalmatians KIDS*
- 2014 Production of *Annie Jr.*
- 2014 Holiday performance with Brenna Whitaker, The Lodge at Koele
- 2015 Production of *Getting to Know...The Sound of Music*
- 2015 Maui field trip to see *Elf the Musical*, Iao Theater
- 2016 Production of *Shrek the Musical Jr.*
- 2016 Became a 501(c)3 non-profit entity
- 2017 *Lion King Jr.* production
- 2017 Field trip to Maui for MAPA/LAPA day
- 2017 Workshop with professional coach Sandra Beckwith
- 2018 *Aladdin Jr.* production
- 2018 Field trip to Maui for MAPA/LAPA day
- 2018 *Jungle Book KIDS* production
- 2019 **Junior Theater Festival performance, Sacramento, California. Group of 19 kids awarded Excellence in Acting. Matt Glickstein awarded Broadway Junior spirit award. County of Maui creates proclamation honoring Lanai students and directors.**
- 2019 Original production *Day of Conquest: A Story of Kaululā'au*
- 2019 *Frozen KIDS* rehearsals begin
- 2020 *Frozen KIDS* performances (February 8-9)
- 2020 Upcoming production of *Moana Jr.*, performances June 2020

Several testimonials best sum-up the impact of LAPA on the Lanai community:

"LAPA has become an instrumental part of my daughter's life, as well as a large group of Lāna`i youth. Living on a small island, we have limited choices of extra-curricular activities other places offer. LAPA offers a creative, positive, safe and fun place for our children to not only act and dance, but gain self-confidence, learn teamwork and be part

of group that gives back to our community. Our directors have given so much of their time to our children, it is truly a blessing! This program continues to grow and improve with each performance. I know that by my daughter being a member of LAPA, she has gained tools for life that we may not have taught her.”

—Jenna, LAPA Parent/business owner

“LAPA gives the kids the opportunity to learn self-confidence and poise. It also allows for pathways in art and performing, while strengthening literacy capabilities in children that attend LAPA.”

—Natalie, Director LHES Foundation

“There was a time that Cash (my son) was my dancing partner at gatherings. That didn’t last as he got older, whether it be him getting older or not having as much confidence as before. Getting him into LAPA was like pulling teeth and I worried because sports wasn’t working too well. I hoped he would soar. Soar he did, his confidence and reading went sky high! Not only that, I know he feels comfortable. Comfortable in his own skin and the way he is.”

—Amy, LAPA parent

“There are many benefits for students in the general education and especially for students for special education. Because students with exceptionalities learn in a variety of ways, the kinesthetic, tactile, auditory, visual and multi-sensory approach learning environment that theatre offers gives our exceptional students a chance to learn and shine within the program. I love how the repetition of reading scripts for memorization not only encourages all children to learn to read, but often give all types of students a more confident voice. I’ve witnessed students with dyslexia grow to become better readers with the motivation of being a part of LAPA. Studies show that exceptional students need multisensory approaches to learning which are easily accomplished through LAPA’s continued effort to educate through the arts for all students.”

—Jamie, LHES Special Education

“Alekah was always known to be a shy person who didn’t like being the center of attention. Being in LAPA and the Lion King Jr has helped Alekah gain more confidence and courage in herself. It has also boosted her self-esteem. She has lost fear of being on stage and has also recognized the importance of working together as a team. Thank you again for having her be a part of LAPA.”

—Norraine Pascua, LAPA parent

“My daughter Destinee joined LAPA last year and performed in two productions: Cinderella and Aladdin Junior. From her training in LAPA she is learning how to coordinate with other performers, and how to work as a team to reach a desired goal. All of this seems to be boosting her confidence and the confidence of her fellow performers. I believe her work in LAPA translated to the classroom where her teacher identified her as one of the leaders of the class.”

—Phoenix Dupree, LAPA parent

“The LAPA program is a perfect complement to the academics offered in our school. Specifically, they further address many of the “soft skills” that are an integral part of whole child development and preparation for post-high school endeavors. A retired elementary teacher who regularly substitute teaches at our school related the tremendous change she has seen in some of our elementary school students who are a part of the LAPA program. She stated that the self-confidence and articulation skills in the LAPA students is so apparent; these students are no longer the quiet and timid students who previously would not raise their hands to volunteer for a task or to answer a question.”

—Elton Kinoshita, principal, Lanai High and Elementary School

2. Facilities

LAPA holds all rehearsals and performances at the Lanai High and Elementary School cafeteria (since 2014). LAPA works with the Lanai High and Elementary School and pays a rental fee for usage.

VI. Personnel: Project Organization and Staffing

LAPA currently has a 5-member Board of Directors, chaired by Alberta DeJetley and a staff which consists of an Executive Director/Music Director, two choreographers, an artistic director, one assistant staff, and several student interns.

Matt Glickstein is the founder and Executive Director of the Lana'i Academy of Performing Arts (LAPA) and holds a Bachelor of Music in composition from the University of Redlands. He has served as Music Director for every LAPA musical (10) since the organization was formed in 2013. Matt was awarded the 2019 Broadway Junior Spirit award, one of the highest honors an individual can receive at the Junior Theater Festival. Matt has written two original musical productions for LAPA: *Island Below the Star* (2013), and *Day of Conquest: A Story of Kaululā'au* (2019).

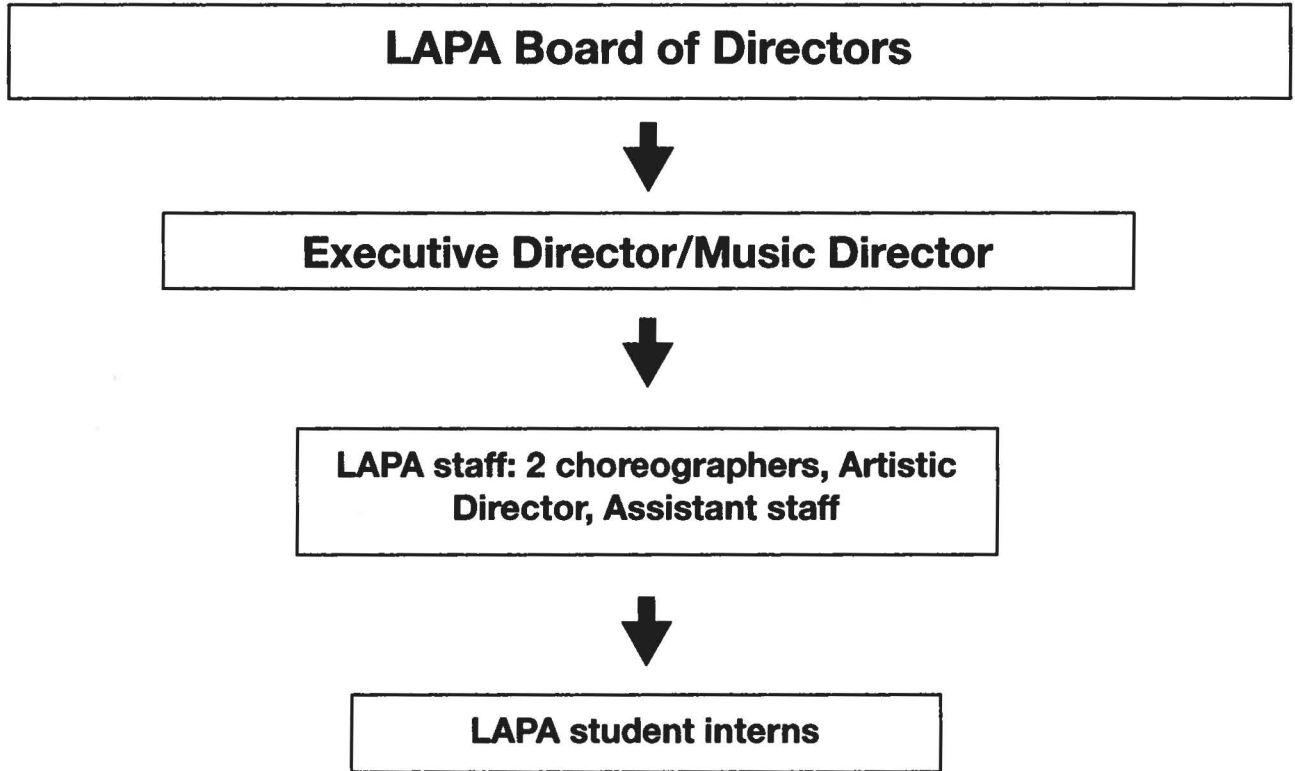
Choreographer Jamie Hale completed her degree at SUNY Brockport and has traveled as a professional dancer in and out of the United States.

Choreographer Malia Cabiles began her dancing career with 9th Avenue Dance Company in Seattle. She has worked with fashion shows sponsored by Macy's, Burlington Coat Factor, and JC Penny, and became a Latin dance professional in Miami. She then moved to Las Vegas to accept her Hip-Hop and Latin partnership dancing teaching opportunity.

Artistic Director Simon Tajiri is a Hawaii born Filipino Japanese poet and graduate of Lanai High and Elementary School. He currently works as a gardener, story-teller, and Hawaiian language teacher on Lanai. Simon co-wrote the original musical *Day of Conquest: A Story of Kaululā'au* together with Executive Director Matt Glickstein, which LAPA performed in 2019.

To help expand our Lanai children's theatrical experiences, LAPA has brought various guest artists in for workshops. Guests include professional voice teachers Diane Koshi and Sandra Beckwith, Maui Academy of Performing Arts directors David Johnson and Carolyn Wright, and most recently, actor and playwright Moses Goods. We plan on continuing to find opportunities like these for our students.

2. Organization chart:



3. Compensation by Position Title:

Position Title	Est. FY21 Salary range
Executive Director/Music Director (salary)	\$26,000-\$36,000
Choreographer (hourly)	\$5,000-\$7,000
Artistic Director (hourly)	\$4,000-\$6,000

VII. Other

1. Litigation—N/A
2. Licensure or Accreditation—N/A
3. Private Educational Institutions—N/A
4. Future Sustainability Plan

LAPA expects to become economically self-sufficient by continuously pursuing grants from a variety of private, federal, state, and county funding sources. Our goal is to provide a high-quality, affordable program for Lanai students, while still being able to provide competitive compensation to our artistic instructors and staff. In 2019, LAPA had its most successful financial year, receiving \$104,115 in grants from private, federal, state and county funding sources. If we are able to receive state funds for this GIA grant, it would help our track record and credibility when applying for future grants. We don't expect to receive funding from the same sources every year, so having a track record of a variety of funding sources would greatly help our cause.

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

Matt Glubser
AUTHORIZED SIGNATURE

Matt Glubser, Executive Director
PRINT NAME AND TITLE

1/14/20
DATE