

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

Type of Grant Request:

Operating Capital

Legal Name of Requesting Organization or Individual: DbA:
Lanai Academy of Performing Arts Inc.

Amount of State Funds Requested: \$ 20,000

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 5-18, through a variety of performing arts classes, Broadway Junior productions, and special workshops, which are open to all Lanai children, whether they are a member of LAPA or not. This grant will support our goals to develop youth as musical, social-emotional, and behavioral role models that work together effectively to become their very best.

Amount of Other Funds Available:
State: \$ 15,000
Federal: \$ _____
County: \$ _____
Private/Other: \$ 30,000

Total amount of State Grants Received in the Past 5
Fiscal Years: \$ 46,660
Unrestricted Assets: \$ 10,000

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: Hawaii Zip: 96763

Contact Person for Matters Involving this Application

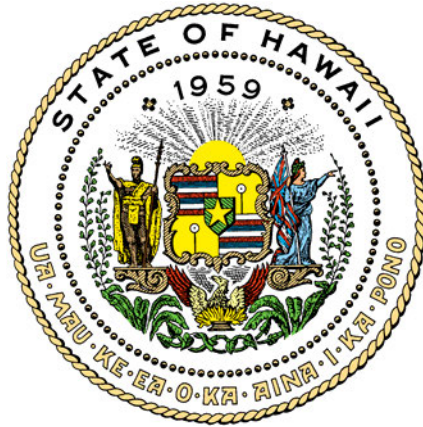
Name: Matt Glickstein	Title: Executive Director
Email: lanaiacademy@gmail.com	Phone: 808-221-8926

Federal Tax ID#: [REDACTED]	State Tax ID#: [REDACTED]
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Matt Glickstein
Authorized Signature

Matt Glickstein, Executive Director
Name and Title

1/20/22
Date Signed



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 11, 2022

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)

Matt Glickstein
(Signature)

1/20/22
(Date)

Matt Glickstein

Executive Director

(Typed Name)

(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 usually has approximately 70-80 children involved in its programming, which includes two Broadway Junior productions. From 2020-2021, during COVID, LAPA shifted its programming to small outdoor and virtual classes, as well as virtual workshops with various guest artists.

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. Prior to COVID, our tuition for one semester of programming was only \$75 per child, where comparable programs on other islands charged up to \$800 for the same services. For our classes from 2020-2021, which were held in 6-8 week sessions, we charged only \$20 per student.

LAPA also offers 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 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: Offer a variety classes, with multiple levels. Classes open to students ages 5 to 18. When possible, return to a Broadway Junior production.
 - Objective: Make LAPA as accessible as possible to all Lanai children by keeping tuition dues under \$100 per show/semester and/or \$20 per class session, 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 showcases through various forms of media*
 - Objective: Produce and perform at least one Broadway Junior musical or similar type offering per year
 - Objective: Offer a variety of performing arts classes throughout the year, including: songwriting, piano, music production/recording, special effects make-up, screenwriting, video production, etc. At the end of each session/semester, feature students' work in a showcase (in-person/online).

- *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. During COVID pandemic, this has been modified to having student directors/interns for filmed projects, where they are directing their peers, and under the supervision of a LAPA staff member, who is a recent LAPA alumni and high school graduate.
 - Objective: Provide mentorship and support for interns to succeed
- *Goal: Provide opportunities for students to experience theater outside of Lanai*
 - Objective: When it's safe, 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 (when safe).
 - Objective: Travel with a group of students and chaperones to the Junior Theater Festival West in Sacramento, California (open to ages 8-18) once COVID pandemic is over and it is safe and easy to travel again (possibly 2024/2025).

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:

- Students can take classes in songwriting, music production/recording, screenwriting, acting, dance, video production

- Students can participate in at least one Broadway Junior production per year
- Students that are more advanced and/or older can take high level classes, and 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.
- Students aged 8th and above can apply for a directing mentorship, where they work directly with a LAPA staff member to produce and direct their own project, which could be a live production, video, or custom project of their choice.
- 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. Hopefully this can resume again in 2022, or in 2023.
- 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, as soon as it is safe again (2023, 2025 etc.).
- In 2021, LAPA partnered with the Lanai Community Health Center (LCHC) on a grant they received. LCHC staff taught six LAPA middle school students a 5 part curriculum on youth prevention of vaping and electronic cigarettes. As part of the grant, by June of 2022, these LAPA students will create, produce, and perform in at least 5 video episodes (one per curriculum module) based on the curriculum they were taught. These videos will be shared on the LCHC and LAPA social media platforms and will be targeted at youth.

LAPA also benefits the local economy in many ways:

- employs 4-5 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 Lana'i's youth, ages 5 to 18. As discussed earlier, we intend do at least one Broadway Junior production per year, with a production hopefully resuming in spring of 2023. From 2020-2021, we have offered a variety of in-person and virtual classes and have done

several virtual productions which have been shared online. For most of our live 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. Our virtual performances were free of charge, with a suggested donation of \$5.

5. Describe the geographic coverage

Maui County: All of our classes and performances currently take place in Lanai City. LAPA intends to travel 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 2024 or February 2025), 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 , which consists of an Executive Director/program planner,/music director acting director, screenwriting instructor, and a special effects make-up teacher/assistant director will be involved with this Grant Activity, as it integrates with our core operations and programmings. We project at least 80-100 students will be directly served in the 12 month grant period. This breaks down to approximately 35-45 students in our Broadway Junior production and 55-65 students in our classes throughout the year.

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 intend to hold two eight-week sessions of classes (listed above). The first week of classes is always free for students to try before paying.

In Spring of 2023, we hope to be able to resume our Broadway Junior productions (pending status of COVID). Before we jump right into a production, we know we'll have to have the students get used to being on stage again and being in a group. We tentatively will plan on doing about a one month long workshop focused on team building, theater games, and getting students comfortable again. Then we will go into our Broadway Junior production (most likely *Moana Jr*, which we had just begun in February 2020 when we had to suspend due to COVID). Like our classes, the first week or two will be free—this is where we will teach a couple of the songs and scenes so students can get to know the show and characters before they try out for a role. We project auditions to be about mid-February 2023, with rehearsals then running from then until the end of May 2023. Performances would be in June of 2023.

As LAPA does not own its own rehearsal or performance facilities, we have maintained 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. During COVID, we have been prohibited to use any school facility (since we are an outside group and not part of the school), and have been using the outdoor space of Blue Ginger, a local restaurant which closes at 2 PM. The owner has been kind enough to donate the space to us and not charged us a facility fee.

By the time we are projecting to hold our next public performance of a Broadway Junior production, we are hoping to be able to use the newly constructed amphitheater currently being built near the Four Seasons resort at Manele (construction should be finished sometime in 2022). Pulama Lanai, which is owned by Larry Ellison, is in charge of the project, and have invited LAPA to use the facility for at least one performance per year. This outdoor amphitheater would be the perfect place to be able to resume a live musical production after COVID.

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. (For both our classes and Broadway Junior productions). 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 FY23, 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.

June-July 2022: Summer break

August-October 2022: First session of 8 week classes, which will include at least three different offerings. Example: music/songwriting, special effects make up, screenwriting, directing mentorship.

October (after school fall break)-December 2022: Second session of 8 week classes, which will include at least three different offerings. Example: music/songwriting, special effects make up, screenwriting, directing mentorship.

January 2023

One month "return to the stage" workshop

February 2023

Workshop, auditions for Broadway Junior production

March 2023

Rehearsals for Broadway Junior production

April 2023
Rehearsals for Broadway Junior production

May 2021
Rehearsals for Broadway Junior production

June 2021
Performances for Broadway Junior production

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 does student and parent pre and post surveys prior to each session of classes or Broadway Junior productions.

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
\$5,000	\$5,000	\$5,000	\$5,000	\$20,000

3. Other funding sources being sought for FY23.

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, Hawaii State Foundation for Culture and the Arts, McInerney 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 FY24.

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, 2021: **\$10,000**

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*
- 2020 *Frozen KIDS* performances (February 8-9)
- 2020 Virtual productions of *Moana Jr.*, *The Show Must Go Online*, and *10 Ways to Survive Quarantine*
- 2020 Acting, dance and songwriting classes offered (beginning in August)
- 2021 Songwriting, acting, dance, creative writing/screenwriting, and special effects make-up classes offered throughout the year. Virtual performance of *The Brother's Grimm Spectaculathon*
- 2022 LAPA to produce and create a series of public service videos in collaboration with the Lanai Community Health Center on educating youth about dangers of vaping/electronic cigarette use

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

“Aleka 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 Aleka 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

From 2016-early 2020, LAPA held all rehearsals and performances at the Lanai High and Elementary School cafeteria, paying a rental fee to the Hawaii Department of Education for use of the facilities. During 2020 and 2021, LAPA was able to use the outside of local restaurant Blue Ginger to hold in-person classes and workshops. In addition, LAPA held virtual classes and brought in special guest artists and presenters on the Zoom platform.

VI. Personnel: Project Organization and Staffing

LAPA currently has a 4-member Board of Directors, chaired by Natalie Ropa and a staff which consists of an Executive Director/Music Director, an acting director/teacher, a screenwriting/creative writing instructor, and a special effects makeup/assistant acting director. Once we return to doing Broadway Junior productions, we will be hiring at least one choreographer. LAPA also will be working with student directors/interns to assist with the Broadway Junior productions.

LAPA staff:

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).

Veronica Chavira (*screenwriting/creative writing instructor*) is a writer, poet and life long learner who, come May, will have a Master's in Fine Arts in Screenwriting from Stephens College. She is from Los Angeles, California and previously worked in the entertainment industry in production and post production. Her poetry has been published in *The Citadel*, a literary journal for Los Angeles Community College and she continues to write and develop projects remotely from her new haven in Lanai City, Hawaii.

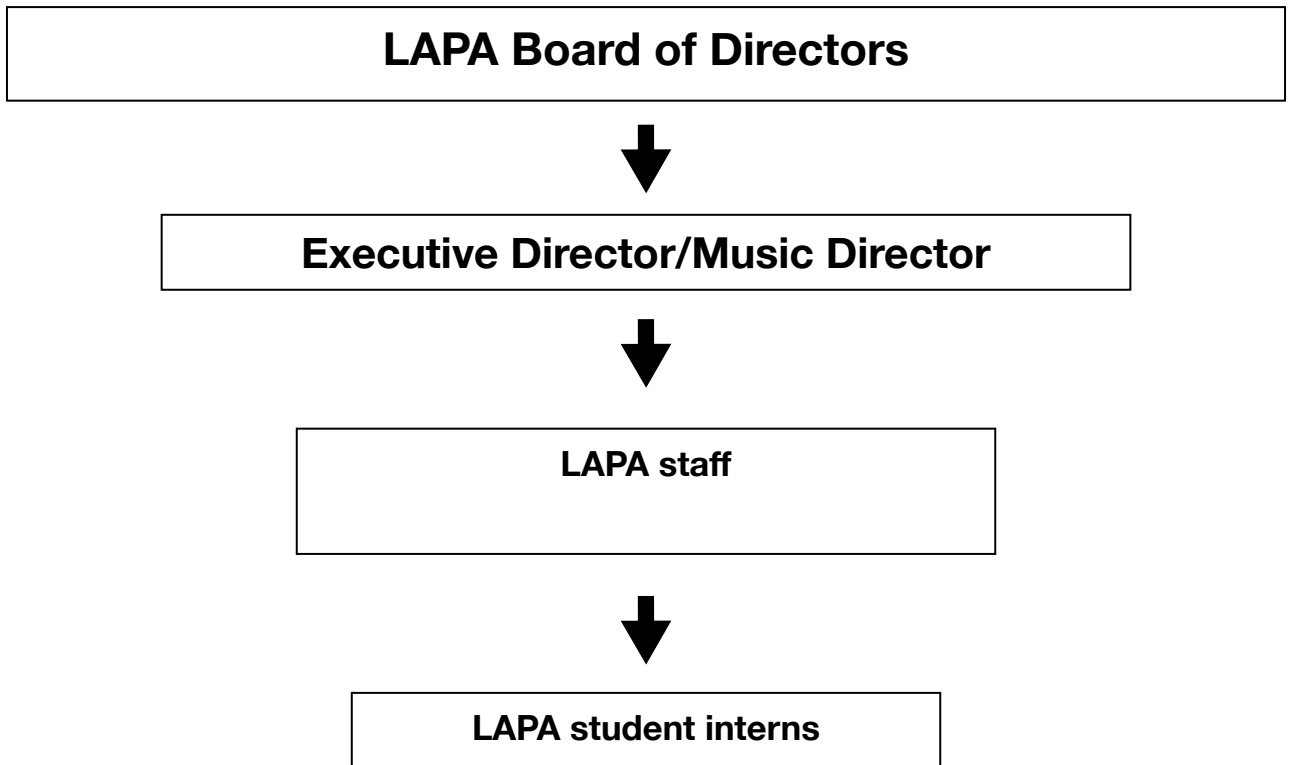
Kamiko Shimokawa (*special effects make-up instructor, student director*) has been a part LAPA since 2014. In 2015 she played Maria in *Getting to Know... The Sound of Music*. She also had parts in *Annie Jr.*, *Shrek the Musical Jr.*, *Lion King Jr.*, and *Aladdin Jr.* She was an intern for dance in *Jungle Book KIDS* (2018), was Fiona in LAPA's 2019 Junior Theater Festival performance of *Shrek the Musical Jr.*, and Pahulu in *Day of Conquest* (2019). In 2020, she student directed *Frozen KIDS*. In 2021, she began teaching a special effects make-up class for LAPA.

Adam Purdy (*acting director/mentor*) graduated from Lanai High and Elementary School in 2019, and is studying Education and Theater at Minot State University. Adam began directing with LAPA's *Cinderella KIDS*, *Jungle Book KIDS*, and a shortened *Shrek the Musical Jr.* for the Junior Theater Festival. In 2019, he also directed LAPA's original production of *Day of Conquest*. As a high school senior, he formed a new community theater and directed and starred in *Little Shop of Horrors*. In 2020 and 2021, Adam has taught a series of acting classes, workshops, and directing mentorships for LAPA during the COVID-19 pandemic.

After completing her degree at SUNY Brockport, **Jamie Hale** (choreographer) traveled as a professional dancer in and out of the United States with different dance companies. She joined us on Lana'i as a special education teacher and enjoys sharing her passion for dance and education with our students. Credits include *Lion King Jr.* (2017), *Aladdin Jr.* (2018), *Jungle Book KIDS* (2018), *Day of Conquest* (2019), and *Frozen KIDS* (2020).

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 actor and playwright Moses Goods. During 2020-2021, LAPA brought in special guest artists for virtual workshops on Zoom, including Nashville hit songwriters Marty Dodson and Clay Mills, as well as music producer Stefan Kelk and screenwriters Shannon Fopeano, Marco Antonio Rodriguez, and Yousif Nash.

2. Organization chart:



3. Compensation by Position Title:

Position Title	Est. FY23 Salary range
Executive Director/Music Director (salary)	\$35,000-\$45,000
Screenwriting/creative writing instructor (hourly)	\$3,000-\$5,000
Acting Director (hourly)	\$5,000-\$7,000
Special effects make-up instructor (hourly)	\$3,000-\$5,000
Choreographer (hourly)	\$2,000-\$4,000

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, county funding sources, as well as through donations. 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. From 2020-2021, following our most successful financial year (2019), LAPA was able to survive losing our primary fundraising income (our performances) by relying solely on grant funding. We did not have to lay off any staff or do any pay cuts. We are on track to continue this way in 2022. 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.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2022 to June 30, 2023

Applicant Lanai Academy of Performing Arts

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	30,000	N/A	N/A	25,000
2. Payroll Taxes & Assessments				
3. Fringe Benefits				
TOTAL PERSONNEL COST	30,000			25,000
B OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				
2. Insurance	2,000			
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				2,000
5. Staff Training				
6. Supplies	3,000			
7. Telecommunication				
8. Utilities				
9. Production costs (royalties, costumes/sets)				3,000
10.				
11.				
12.				
13.				
14.				
15.				
16.				
17.				
18.				
19.				
20.				
TOTAL OTHER CURRENT EXPENSES	5,000			5,000
C EQUIPMENT PURCHASES				
D MOTOR VEHICLE PURCHASES				
E CAPITAL				
TOTAL (A+B+C+D+E)	35,000			30,000
SOURCES OF FUNDING		Budget Prepared By		
(a) Total State Funds Requested	35,000	Matt Glickstein 808-221-8926		
(b) Total Federal Funds Requested	0	Name (Please type or print) Phone		
(c) Total County Funds Requested		<i>Matt Glickstein</i> 1/20/22		
(d) Total Private/Other Funds Requested	30,000	Signature of Authorized Official Date		
TOTAL BUDGET	65,000	Matt Glickstein, Executive Director		
		Name and Title (Please type or print)		

Period: July 1, 2022 to June 30, 2023

Applicant: Lanai Academy of Performing Arts

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Executive Director/Music Director	1	\$45,000.00	50.00%	\$ 22,500.00
Acting director	1	\$5,000.00	50.00%	\$ 2,500.00
Screenwriting/creative writing instructor	1	\$4,000.00	50.00%	\$ 2,000.00
Special effects make up class instructor	1	\$4,000.00	50.00%	\$ 2,000.00
Choreographer	1	\$2,000.00	50.00%	\$ 1,000.00
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				30,000.00

JUSTIFICATION/COMMENTS: Salaries and wages for the entire LAPA staff

Applicant: Lanai Academy of Performing Arts

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

JUSTIFICATION/COMMENTS:

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

JUSTIFICATION/COMMENTS:

Period: July 1, 2022 to June 30, 2023

Applicant: Lanai Academy of Performing Arts

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: 2020-2021	FY: 2021-2022	FY:2022-2023	FY:2022-2023	FY:2023-2024	FY:2024-2025
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:						

JUSTIFICATION/COMMENTS:

NOT APPLICABLE

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Ap

Lanai Academy of Performing Arts

Contracts Total:

101,660

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/ Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	Maui County OED Grant 2018	1/1/18-6/30/18	Maui County OED	Maui	10,000
2	Maui County OED Grant FY19	9/1/18-6/30/19	Maui County OED	Maui	10,000
3	Maui County OED Grant FY20	7/1/19-6/30/20	Maui County OED	Maui	10,000
4	Maui County OED Grant 2021	1/1/20-12/31/20	Maui County OED	Maui	15,000
5	National Endowment for the Arts	7/1/19-6/30/20	U.S. Federal Gov.	US	10,000
6	State Foundation for Culture and the Arts	7/1/19-6/30/20	SFCA	State	10,000
7	State Foundation (CARES ACT)	7/1/20-12/31/20	SFCA	State	11,660
8	State Foundation for Culture and the Arts	7/1/20-6/30/22	SFCA	State	10,000
9	State Foundation (RESCUE)	May 2022	SFCA	State	15,000
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					

Application Submittal Checklist

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

- ✓1) Certificate of Good Standing (If the Applicant is an Organization)
- ✓2) Declaration Statement
- ✓3) Verify that grant shall be used for a public purpose
- ✓4) Background and Summary
- ✓5) Service Summary and Outcomes
- ✓6) Budget
 - ✓a) Budget request by source of funds ([Link](#))
 - ✓b) Personnel salaries and wages ([Link](#))
 - ✓c) Equipment and motor vehicles ([Link](#))
 - ✓d) Capital project details ([Link](#))
 - ✓e) Government contracts, grants, and grants in aid ([Link](#))
- ✓7) Experience and Capability
- ✓8) Personnel: Project Organization and Staffing


AUTHORIZED SIGNATURE

Matt Glickstein, Executive Director
PRINT NAME AND TITLE

1/20/22
DATE