



STATE OF HAWAII
STATE PROCUREMENT OFFICE

CERTIFICATE OF VENDOR COMPLIANCE

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs (DCCA).

Vendor Name: LANAI ACADEMY OF PERFORMING ARTS, INC.

Issue Date: 01/12/2024

Status: **Compliant**

Hawaii Tax#: [REDACTED]
New Hawaii Tax#: [REDACTED]
FEIN/SSN#: XX-XXX4345
UI#: XXXXXX1794
DCCA FILE#: 270828

Status of Compliance for this Vendor on issue date:

Form	Department(s)	Status
A-6	Hawaii Department of Taxation	Compliant
8821	Internal Revenue Service	Compliant
COGS	Hawaii Department of Commerce & Consumer Affairs	Exempt
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant

Status Legend:

Status	Description
Exempt	The entity is exempt from this requirement
Compliant	The entity is compliant with this requirement or the entity is in agreement with agency and actively working towards compliance
Pending	A status determination has not yet been made
Submitted	The entity has applied for the certificate but it is awaiting approval
Not Compliant	The entity is not in compliance with the requirement and should contact the issuing agency for more information

**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; and
- 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.
- 4) The use of grant-in-aid funding complies with all provisions of the Constitution of the State of Hawaii (for example, pursuant to Article X, section 1, of the Constitution, the State cannot provide "... public funds ... for the support or benefit of any sectarian or nonsectarian private educational institution...").

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

(Typed Name of Individual or Organization)

Matt Glickstein
(Signature)

1/19/24
(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 501(c)3 as of September 2016. 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 100 children involved in its programming, which includes performing arts classes and theatrical productions. From 2020-2022, due to COVID restrictions LAPA shifted its programming to mostly small outdoor and virtual classes, as well as virtual workshops with various guest artists. In 2023, LAPA for the first time since COVID, was able to do two live productions: "The Claw" and "Bad Auditions by Bad Actors" for the Lanai Community.

Mission statement:

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.

LAPA's 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. One way LAPA accomplishes this is by keeping dues affordable for families on Lanai. LAPA's tuition for each production is \$75-\$100 per child, where comparable programs on other islands charge up to \$800 for the same services. For LAPA performing arts classes, which are held in 6-8 week sessions, LAPA charges only \$20 per student.

LAPA also offers payment plans and fundraising options for anyone needing financial aid. Since LAPA is the only after school performing arts program on island, LAPA includes all children from grades K-12 in its programming, whereas most other performing arts programs begin at 3rd grade and higher. In 2024, LAPA is expanding to include adults in its original production of "Jo and the Gigalytes."

Goal 1: provide a diverse range of performing arts programming with easy and affordable access for all Lanai youth

Objective 1: Offer a variety of classes and performance opportunities for students ages 5-18. Make LAPA as accessible as possible by keeping class fees at \$20/session and \$100/live production, providing need-based financial aid and incentive

Action Steps:

- Hire multiple staff members skilled in various areas of performing arts
- Offer free one-two week trial for students to try out classes/productions before payment
- Advertise program through social media, flyers, website, word of mouth and outreach through Lanai High and Elementary School and churches

Evaluate/measure success by:

- Amount of student registrations/participants in the programs (goal of at least 100 students participating in LAPA programming for 2024-2025)
- Student and parent feedback through pre and post surveys
- Economic impact through employment of LAPA staff members

Goal 2: Engage and enliven the Lanai community with live stage productions and showcases

Objective 2: Produce and perform at least one live musical production in 2024-2025. Also feature a number of showcases from the individual performing arts classes at the conclusion of the 8 week sessions.

Action steps:

- Make ticket prices “suggested donation” only, so all members of the Lanai community can attend performances
- Do a dress rehearsal specifically for kupuna of Lanai
- Advertise performances and showcases through social media, flyers, website, etc.

Evaluate/measure success:

- Audience size/feedback at live events (goal of reaching at least 300 Lanai residents through performances and showcases in 2024-2025)
- Economic impact—through Playbill ads placed by local businesses, working with local vendors at live events

Goal 3: Provide opportunities for students to experience theater outside of Lanai

Objective 3: Travel with students to Molokai for performing arts camp (spring 2025), and have Molokai students travel to Lanai for performing arts camp (fall of 2024).

Action steps:

- collaborate and work with Hokulani Children’s Theatre of Molokai (CTOM) in planning performing arts camps
- perform a showcase both on Molokai and Lanai at the conclusion of the camp
- eventual goal is to have a joint production between CTOM and LAPA

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), no longer offers any music or drama program. LAPA is the only organization on island offering these services.

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 (fall semester)

--Students can participate in at least one live musical production per year (spring semester)

--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.

—For the first time in 2024, LAPA will be traveling to Molokai to participate in a three day, two night performing arts camp with Hokulani Children’s Theatre of Molokai (CTOM). LAPA hopes to continue to build the relationship with CTOM and plan future collaborations, camps, and even joint productions.

—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, possibly beginning in 2026.

—In 2021, LAPA partnered with the Lanai Community Health Center (LCHC) on a grant LCHC 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, LAPA students created, produced, and performed in 5 video episodes (one per curriculum module) based on the curriculum they were taught. These videos were shared on the LCHC and LAPA social media platforms and websites and were targeted at Lanai youth.

LAPA also benefits the local economy in many ways:

- employs at least 4 staff members (currently a full time staff of 1, part-time staff of 5)
- 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 for \$100 or less, eight times less than the average cost for a similar program

4. Describe the target population to be served

LAPA primarily targets Lana’i’s youth, ages 5 to 18. In 2024 and beyond, LAPA is also expanding programming to include adults, both with specific classes and workshops, and roles in live productions. LAPA typically separates classes and theatrical productions into different age groups—one production is mostly targeted at grades K-8, and students grades 6-12 do

one theatrical production per year. LAPA's performing arts classes are also broken down into levels and age groups. For all of LAPA's productions, there are no formal tickets sold, just a "suggested donation" at the door of \$10 per adult and \$5 per student.

5. Describe the geographic coverage

Maui County: All of LAPA's classes and performances currently take place in Lanai City. Performances and showcases are held at Lanai High and Elementary School. Rehearsals are mainly held at the Lanai Union Church, with some rehearsals also taking place at the school. LAPA intends to travel to Maui at least once per year to attend performances and a workshop with the Maui Academy of Performing Arts (MAPA). In 2024, LAPA students will be traveling to Molokai for a performing arts camp with the newly formed Hokulani Children's Theatre of Molokai (now a non-profit as of late 2023).

California: Once every two years (as early as February 2026), 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 currently consists of an Executive Director, an acting director, assistant director, a choreographer, and a screenwriting instructor will be involved with this Grant Activity, as it integrates with LAPA's core operations and programmings. LAPA projects at least 100 students will be directly served in the 12 month grant period. This breaks down to approximately 35-45 students in LAPA's K-8 production, 10-20 students in the middle/high school production, and 50-60 students in LAPA's performing arts classes.

LAPA runs primarily around the public school calendar. LAPA begins the fall semester when school resumes in early August, which runs until winter break in late December. In that timeframe, LAPA intends to offer a variety of performing arts classes for all ages, held in 6-8 week sessions. The first week of classes is always free for students to try before paying. A theatrical production involving grades 6-12 may also be included in the fall semester.

In Spring semester, LAPA holds its yearly musical production targeted at grades K-8. Prior to the production, LAPA does a 1-2-week workshop introducing the show to students to help them get familiar with the material and feel prepared for auditions. Like LAPA's classes (first week free to try), this workshop will be free. Following the workshop, LAPA holds auditions, casts the show, and then has about a 3 month rehearsal period where rehearsals are held 2-3 times per week. There are 2-4 performances, which are usually held at the end of May or early June, depending on facility availability.

As LAPA does not own its own rehearsal or performance facilities, and has rehearsed and performed in a variety of venues, including Lanai High and Elementary School, Lanai Union Church, Lanai Community Center, Blue Ginger (restaurant), and Lanai Union Hall. 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. (For both LAPA classes and theatrical 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 FY25, 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 2024: Summer break

August-October 2024: First session of 8 week classes, which will include at least three different offerings. Past classes have included: music/songwriting, intro to theater, special effects make up, screenwriting, filmmaking. Showcase for parents at the end of session. Begin possible 6th-12th grade production.

October (after school fall break)-December 2024: Second session of 8 week classes, which will include at least three different offerings. Showcase for parents at the end of session. Continue possible 6th-12th grade production.

January 2025

Workshop for K-8 theatrical production. LAPA classes also begin for middle/high school students.

February 2025

Auditions, rehearsals begin for K-8 production. LAPA classes continue for middle/high school students.

March 2025

Rehearsals for K-8 production. LAPA classes continue for middle/high school students.

April 2025

Rehearsals for K-8 production. LAPA classes continue for middle/high school students.

May 2025

Rehearsals for K-8 production. LAPA classes continue for middle/high school students.

June 2025

Performances for K-8 production. Summer break when performances conclude.

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 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 and theatrical 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 and executed—number/variety of classes offered, live theatrical productions, performances, field trips, festivals
- Engagement with Lanai community—number of audience members in attendance at workshops, showcases and performances
- 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 2025

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 FY25.

LAPA will be applying to numerous private foundations who have supported programs in past years, including (but not limited to): Manele Koele Charitable Fund, Hawaii State Foundation for Culture and the Arts, McInerney Foundation, Atherton Family Foundation, Fred Baldwin Memorial Foundation, Cooke Foundation, Jane Musser Rural Arts Fund, and the Lanai Community Benefit Fund. LAPA will also be applying for funding from the Maui County Office of Economic De

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, 2023: **\$32,813.88**

V. Experience and Capacity

LAPA is the only after school performing arts program operating on Lanai. During the school year, LAPA typically operates three-five days per week, with approximately 9-10 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 students 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
- 2022 LAPA resumes larger in person performing arts classes, including intro to theater (grades K-2, and 3-5), beginning acting/improvisation (grades 6-12). First showcase for live audience (Dec. 2022) since early 2020.

2023 Productions of *The Claw* (K-8) and *Bad Auditions* (grades 6-12).

2024 Upcoming original production *Jo and the Gigalytes*

2024 Performing arts camp on Molokai with Hukulani Children's Theatre of Molokai

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

"Both of my younger children have benefited tremendously from the performing arts opportunities with LAPA. LAPA is the only organization of its kind on the island and is a welcoming home for all children, offering a variety of activities over the years. There has been screen writing, theatrical makeup, singing, acting and other various workshops as well as travel to see other plays and workshops from other experts."

—Jennifer, LAPA parent

"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, former principal, Lanai High and Elementary School

“As a pastor of a congregation with a large group of youth, primarily from the island of Kosrae, LAPA’s work is important for this community. It creates an outlet of expression that many youth in our community do not have. It provides a space for our youth to be goofy, to be themselves, and to find themselves. It offers them a place to find pride and confidence in themselves, something that many of our Kosraean youth struggle with.”

—Ben Sheets, Pastor of Lanai Union Church

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. In the fall of 2022, LAPA was able to resume classes at Lanai High and Elementary School. In 2023, LAPA began using space at Lanai Union Church for rehearsals and performing arts classes, and plans on continuing to use this venue. All larger productions and performances are still currently held at the Lanai High and Elementary School cafeteria.

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, two acting directors, a choreographer, an assistant director, and a screenwriting instructor.

About the **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 (13) 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).

Acting director (middle/high school) **Christopher Komatsu** is a 2010 H.P. Baldwin Highschool Alum. He was an active member of both the Baldwin Theater Guild and Thespian Society. During high school, he was actively involved in nearly 20 productions. Chris taught an improv class for LAPA in the fall of 2022 and directed the 2023 production of *Bad Auditions by Bad Actors*.

Acting director (elementary) **Mindy Bolo** has been involved in musical theater in church productions throughout her life and performs as a vocalist in venues around Lanai City. Mindy began working with LAPA in January of 2023.

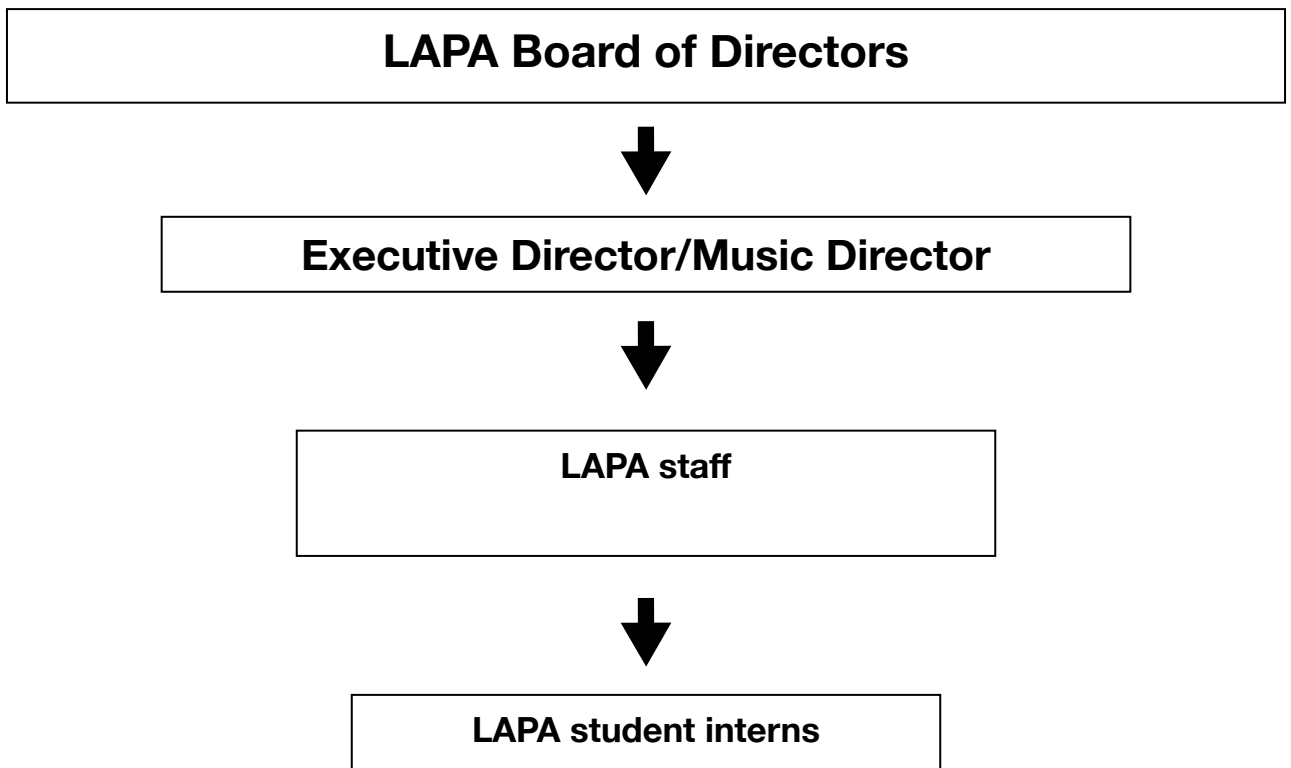
Assistant director/costumer **Susan Book** is a certified Montessori educator and has been involved in both school and community theater productions. Susan began teaching with LAPA in the fall of 2022.

Screenwriting instructor **Anthony Flynn** attended a performing arts high school where he studied dance, acting, and photography. He is a published author and is currently working on his next book. He hopes to tour a one-man show he wrote sometime in the near future.

LAPA choreographer **Rochelle Vereide** grew up at Rocky Mountain School of Dance in Arvada, CO. Studying in ballet, tap, jazz, hip hop, and contemporary dance. Her drive for movement continued throughout her college career. First attending Casper College in Wyoming, she achieved an Associate of Arts in Dance Performance. She then continued her studies at Columbia College in Chicago. Here the dance department was heavy into modern dance and needing a change she transitioned to Musical Theatre. Wanting to major in both she then transferred to Colorado Mesa University. Finishing with two Bachelor of Arts degrees in Dance and Music Theatre. She tried California on for size, taking contemporary dance classes and producing some film endeavors with her brothers. Later she found her calling in Aerial Dance at A-WOL Dance Collective & contemporary dance company Polaris Dance Theatre both in Portland, OR. Excitingly, her husband received a job offer to Lanai City, HI. She now lives and works in Lanai teaching dance to youth for Kings Chapel Christian School. .

To help expand Lanai children's theatrical experiences, LAPA has also 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. FY25 Salary range
Executive Director/Music Director (salary)	\$35,000-\$45,000
Screenwriting instructor	\$3,000-\$5,000
Acting Directors (hourly)	\$3,000-\$5,000
Assistant director (hourly)	\$1,000-\$3,000
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

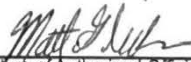
LAPA is economically self-sufficient by continuously pursuing grants from a variety of private, federal, state, county funding sources, as well as through donations. LAPA's goal is to provide a high-quality, affordable program for Lanai students, while still being able to provide competitive compensation to artistic instructors and staff. From 2020-2022, following the most successful financial year (2019), LAPA was able to survive losing its primary fundraising income (performances) by relying solely on grant funding. LAPA did not have to lay off any staff or do any pay cuts. LAPA is on track to continue growing its programming in 2024 and beyond. LAPA doesn't expect to receive funding from the same sources every year, so there is a continuous search and outreach for new grants, donations, and fundraising opportunities.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2024 to June 30, 2025

LANAI ACADEMY OF PERFORMING ARTS (LAPA)

Applicant: _____

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	18,500		8,500	33,000
2. Payroll Taxes & Assessments				20,000
3. Fringe Benefits				
TOTAL PERSONNEL COST	18,500		8,500	53,000
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				6,000
2. Insurance	1,000		1,000	
3. Lease/Rental of Equipment				
4. Lease/Rental of Space	500		500	1,000
5. Staff Training				5,000
6. Supplies				5,000
7. Telecommunication				
8. Utilities				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	1,500		1,500	17,000
C. EQUIPMENT PURCHASES				
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)	20,000		10,000	70,000
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	20,000	MATT GLICKSTEIN 808-221-8926		
(b) Total Federal Funds Requested		Name (Please type or print) _____ Phone _____		
(c) Total County Funds Requested	10,000			
(d) Total Private/Other Funds Requested	70,000	Signature of Authorized Official _____ Date 1/19/24		
TOTAL BUDGET	100,000	MATT GLICKSTEIN, EXECUTIVE DIRECTOR Name and Title (Please type or print)		

Period: July 1, 2024 to June 30, 2025

Applicant: Lanai Academy of Performing Arts (LAPA)

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	\$45,000.00	32.00%	\$ 14,400.00
ACTING DIRECTOR	2	\$2,000.00	50.00%	\$ 1,000.00
CHOREOGRAPHER	1	\$3,000.00	50.00%	\$ 1,500.00
SCREENWRITING INSTRUCTOR	1	\$2,000.00	50.00%	\$ 1,000.00
ASSISTANT STAFF/COSTUMER	1	\$1,000.00	60.00%	\$ 600.00
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				18,500.00
JUSTIFICATION/COMMENTS: Salaries and Wages for 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: Not applicable

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

JUSTIFICATION/COMMENTS: Not applicable

Period: July 1, 2024 to June 30, 2025

Applicant: Lanai Academy of Performing A

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: 2022-2023	FY: 2023-2024	FY:2024-2025	FY:2024-2025	FY:2025-2026	FY:2026-2027
PLANS	N/A					
LAND ACQUISITION	N/A					
DESIGN	N/A					
CONSTRUCTION	N/A					
EQUIPMENT	N/A					
TOTAL:						

JUSTIFICATION/COMME Not applicable

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Ap Lanai Academy of Performing Arts

Contracts Total: 176,660

	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 FY22	1/1/20-12/31/20	Maui County OED	Maui	15,000
	Maui County OED Grant FY23	12/7/22-12/6/23	Maui County OED	Maui	15,000
	Maui County OED Grant 2024	1/1/24-12/31/24	Maui County OED	Maui	10,000
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
	State Foundation for Culture and the Arts	7/1/23-6/30/24	SFCA	State	10,000
10	State Grants in Aid FY23	7/1/22-6/30/23	Grants in Aid	State	20,000
11	State Grants in Aid FY24	7/1/23-6/30/24	Grants in Aid	State	20,000

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) Hawaii Compliance Express Certificate (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) - N/A
 - ✓d) Capital project details (Link) - N/A
 - ✓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

1/19/24

DATE