

Lanai Academy of Performing Arts Summary

Mission: To provide students access to performing arts.

Category: Arts & History

Contact: Matt Glickstein, Executive Director

Address: P.O. Box 631124, Lanai City, HI 96763

Grant History: N/A

2024 Request:	\$10,000 for general operating support
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Notes:

- The two K-12 schools on Lanai do not provide music/performing arts programming.
- Of the 550 students, 100 or more participate in LAPA after-school activities.
- Each participant charged a nominal rate.
- Classes in song writing, music production/recording, screenwriting, acting, dance, video production.
- Live musical production.
- Older students learn how to direct, technical theater skills, stage management, and sound production.
- Expanding to Molokai in 2024.





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Lānaʻi City, HI 96763



Aloha Laurence H. Dorcy Hawaiian Foundation,

The Lānaʻi Academy of Performing Arts (LAPA) would like to request a grant of \$10,000 to go towards programming in 2024.

About LAPA:

The Lānaʻi 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 Lānaʻi City, Hawaii, and services all of the island's school-aged children. There are about 550 students at Lānaʻi High and Elementary School. Yearly, LAPA usually has approximately 80-100 children involved in its programming, which includes live productions and performing arts classes (dance, music, acting, creative writing, etc.)

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.

Need/population served:

Especially on the island of Lānaʻi, there are few opportunities for students who wish to have access to performing arts. Lānaʻi High and Elementary, the island's only school (K-12), does not offer any music or drama program. The only arts education provided at the school is what general education classroom teachers can offer to the students.

LAPA project at least 100 Lānaʻi students will be directly served in the 12 month grant period. This breaks down to approximately 35-45 students in "Jo and Gigalytes(spring)", and 50-60 students involved in LAPA performing arts classes (fall semester). In addition to students on Lanai, with LAPA's collaboration with CTOM, there will be an additional 20-30 Molokai students directly served.

LAPA's vision is to include every single student that wants to participate in our programming. The tuition to be in a live musical production is only \$100 per child, where comparable programs on other islands charged up to \$800 for the same services. For LAPA 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, the goal is for all children from grades K-12 to have access to LAPA's programming.

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

--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



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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).

Program Activities:

In February 2024, LAPA will begin an original musical production written by Executive Director Matt Glickstein called “Jo and the Gigalytes.” Matt also wrote “Island Below the Star” (2013) and “Day of Conquest: A Story of Kaulula’au” (2019), which LAPA performed for the community. The LAPA staff, which includes Matt Glickstein (music director), Mindy Bolo (acting director), Rochelle Vereide (choreographer), and Kami Shimokawa (assistant choreographer) will all help to craft and create the show, and be doing the teaching to LAPA students. Chris Komastu, acting director for LAPA’s 2023 production of “Bad Auditions by Bad Actors,” will be helping with the show. Two students in a LAPA creative writing class will also be contributing their ideas to the script and be involved in the process. For the first time, LAPA will also be inviting adults to act in a live production alongside the student cast.

LAPA will start “Jo and the Gigalytes” with a 1-2 week free workshop, which will introduce songs, scenes, and characters from the upcoming production, and help prepare students for their audition. Once students audition and are cast in the show, LAPA will rehearse from mid February through the end of May. The anticipated performances would be on June 7 and 8 in the Lānaʻi High and Elementary School cafeteria.

From 2013-2020, LAPA put on 13 musical theater productions, including Annie Jr, Lion King Jr., Frozen KIDS, and two original musicals: Day of Conquest, A Story of Kaulula’au, and Island Below the Star. In 2023, after not being able to do performances for two years due to COVID, LAPA had two productions: “The Claw”, featuring students in grades K-8, and “Bad Auditions by Bad Actors,” featuring middle and high school students.

In late 2023, LAPA began mentoring Hokulani Children’s Theatre of Molokai (CTOM), a newly formed community theatre group on Molokai. With LAPA’s help, CTOM was able to become a 501(c)3 non-profit and start applying for grants. In March of 2024 (spring break for students), LAPA students will be traveling to Molokai for a 2 night performing arts camp with CTOM students. The kids will learn skits, songs, and dances, and do theater games together. In October 2024, CTOM students will visit Lanai for a similar experience.

Through this collaboration with CTOM, LAPA hopes not only to build and strengthen its existing students, but also attract new ones. While LAPA students have attended performances on Maui before COVID (Maui Academy of Performing Arts and Iao Theater), the prospect of traveling to an off island performing arts camp is something LAPA has not been able to offer in the past, and could attract new students and families. A collaboration between LAPA and CTOM will also create a transformative impact on the lives of children and youth on Lānaʻi and Molokai. Providing mentorship, expanding training resources, and facilitating joint productions, will empower these young individuals to discover their artistic talents, build confidence, and foster a lifelong appreciation for the performing arts. The partnership between LAPA and CTOM will also create an arts community that goes beyond the scope of either island.



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Once "Jo and the Gigalytes" is finished, LAPA will be taking a summer break (June/July) For the fall semester, LAPA would like to offer a variety of classes--this model has worked well during COVID and past couple of years, and allowed LAPA to expand programming into areas other than live performing. Last year, LAPA offered classes in songwriting, music production, special effects makeup, screenwriting, filmmaking, dance, improvisation, and intro to theater. With the addition of several new staff members, LAPA would like to utilize their skills and offer classes in each of their specialties. LAPA also does surveys at the end of every semester to gauge what interests current students have.

LAPA has an ambitious 2024 planned with an original musical ("Jo and the Gigalytes") and a performing arts camp on Molokai, along with a visit from Molokai students in October 2024. Several of LAPA's most reliable funding sources haven't been able to give or give as much this year due to the Maui fires and economic situation. LAPA would certainly appreciate whatever the Foundation is able to give at this time.

Networks and Partnerships:

LAPA has had an ongoing partnership with the Maui Academy of Performing Arts, (MAPA) which has had to pause the past several years due to COVID. Prior to that, LAPA students would travel to Maui once per year for a MAPA/LAPA day, where the students would perform for each other, play theater games, and do social activities. Several LAPA students also spent the summer on Maui to be a part of the MAPA summer camp/live production. LAPA hopes to resume that once again the summer of 2024.

In 2023, LAPA began mentoring the newly formed Hokulani Children's Theatre of Molokai (CTOM), helping them become a 501(c)3 non-profit. In 2024, LAPA students will be traveling to Molokai for a performing arts camp, and later in the year CTOM students will travel to Lāna'i for a similar experience. LAPA is excited about this new collaboration and building the relationship to benefit children and the communities of both Lāna'i and Molokai.

LAPA has also worked with the Lāna'i Art Center on several occasions to help build sets for our musical productions. We are looking forward to working with them again for our 2024 production.

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
- 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 Lāna'i specifically to watch performances: i.e. family members and friends flying in from off-island
- allows families on Lāna'i to send children to a one semester program at only a \$100 cost, over 8 times less than the average cost for a similar program

Expected Results:

LAPA will be doing "Jo and the Gigalytes" in June of 2024, and possibly one more production in the fall semester. LAPA expects 35-45 kids involved with "Jo and the Gigalytes." Expected



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audience size for each performance is 125-150 people. For the field trip to Molokai, LAPA plans on taking 15-20 students and 5 chaperones.

In LAPA's fall semester, 50-60 students are projected participate in a variety of different classes being offered. At the end of the fall semester, LAPA will do a showcase/small performance, featuring the work the students have been doing in their classes.

LAPA Goals/Objectives for 2024:

Goal 1: provide a diverse range of performing arts programming with easy and affordable access for all Lāna'i 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
- apply to a variety of grants and solicit donations to keep tuition costs low
- Advertise program through social media, flyers, website, word of mouth and outreach through Lāna'i 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)
- Student and parent feedback through pre and post surveys
- amount of grant funding and donations received
- Economic impact through employment of LAPA staff members

Goal 2: Engage and enliven the Lāna'i community with live stage productions and showcases

Objective 2: Produce and perform at least one live musical production in 2024. 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 Lāna'i
- 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 Lāna'i residents through performances and showcases in 2024)
- Economic impact—through Playbill ads placed by local businesses, working with local vendors at live events



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Goal 3: That LAPA students will hold each other to high standards, developing themselves musical, social-emotional, and behavioral role models that know how to work together

Objective 3: Monitor and maintain student engagement through games and exercises that build trust and require the group to rely on each other.

Action steps:

- Offer performing arts classes that build student trust
- Provide unique, inspiring and beneficial artistic opportunities such as field trips (Molokai, Maui) and host guest workshops that bond students together outside of classes/rehearsals
- Develop youth as leaders, teachers, and citizens through an internship program where older students (middle/high school) take on directing and technical roles for live productions, with staff providing mentorship and support for interns

Evaluate/measure success:

- Weekly meetings with staff members to share feedback and assess student progress/interactions
- Student and parent feedback
- Number of interns/youth volunteers to assist with live productions
- Number of field trips/guest workshops

Funding:

Any funding received would go towards costs associated with the LAPA staff pay, facility costs, production costs, travel/performing arts camp costs for LAPA's collaboration with Hokulani Children's Theatre of Molokai and administrative costs (insurance, payroll, etc.). 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 Lāna'i 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.

Please reach out with any questions or if any additional information is needed. Thank you for your time and consideration!

Mahalo,

Matt Glickstein, Executive Director
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Lanai Academy of Performing Arts, Inc.

Balance Sheet

As of December 31, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1002 JTF account 2019	6,544.70
BOH main checking account	26,268.96
Total Bank Accounts	\$32,813.66
Other Current Assets	
1302 Uncategorized Asset	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$32,813.66
TOTAL ASSETS	\$32,813.66
LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
Equity	
3000 Opening Balance Equity	-6,897.30
3900 Retained Earnings	25,969.36
Net Income	13,741.60
Total Equity	\$32,813.66
TOTAL LIABILITIES AND EQUITY	\$32,813.66

LAPA Final Budget 2023 (January 1-Dec. 31, 2023)



As of 1/12/2024

Revenue	Description	Budget	Actual
Grants			
	Manele Koele Charitable Fund	\$ 10,000.00	\$ 10,000.00
	Atherton Family Foundation	\$10,000	\$ 10,000.00
	Maui County OED FY23	\$20,000	\$ 15,263.75
	State Grant in Aid FY23	\$20,000	\$ 6,110.00
	Jane Musser	\$12,000	\$ 12,000.00
	McInerny Foundation	\$10,000	\$ 10,000.00
	Stupski Foundation (multiyear grant through 2026)	\$31,250	\$ 31,250.00
	Lanai Community Benefit Fund	\$10,000	\$ 5,000.00
Donations			
	Donor Advised FUnds		\$ 22,000.00
	Donations	\$2,000	\$ 8,082.67
Ticket sales			
	"The Claw"	\$2,000	\$2,155.00
	"Bad Auditions"	\$1,500	\$1,826.00
Fundraisers			
	Playbill ads "The Claw"	\$ 1,000.00	\$ 750.00
	Concessions/merchandise sales from 2 shows	\$ 4,000.00	\$ 4,546.24
Membership fees			
	Shows/class tuition	\$ 4,000.00	\$ 3,314.96
Other			
Total Revenue		\$ 137,750.00	\$ 142,298.62

Expenses	Description	Budget	Actual
Director Salaries			
	Executive Director	\$ 50,000.00	\$ 49,288.99
	Administrative Assistant	\$ 4,000.00	\$ 4,000.00
	Video instructor	\$ 3,000.00	\$ 2,965.59
	Staff assistant 1	\$ 4,000.00	\$ 3,004.94
	Staff assistant 2	\$ 5,000.00	\$ 4,148.80
	Staff assistant 3	\$ 3,000.00	\$ 2,253.97
	Staff assistant 4	\$ 1,500.00	\$ 1,399.06
Taxes			
	Hi income/Fed taxes	\$ 20,000.00	\$ 23,223.87
Healthcare			
	Healthcare Benefits for Executive Director	\$ 5,000.00	\$ 4,884.25
Professional services			
	Workers Comp/TDI/Unemployment	\$ 700.00	\$ 700.00
	General Liability Insurance	\$ 1,300.00	\$ 1,562.01
	Payroll monthly fee	\$ 2,000.00	\$ 2,165.40
	Accounting	\$ 2,500.00	\$ 2,530.14
	Bank fees	\$ 150.00	\$ 13.00

Quickbooks membership		\$ 1,050.00	\$ 1,086.00
Website yearly fee		\$ 300.00	\$ 300.00
Hawaii Annual report		\$30.00	\$ 30.00
Domain name		\$ 20.98	\$ 20.98
Production costs			
Apparel	Cast t-shirts	\$ 500.00	\$ 491.00
	LAPA t-shirts and hoodies	\$ 3,723.40	\$ 3,723.40
Marketing	Posters/banners	\$ 500.00	\$ 473.96
Photography	Performances/dress rehearsals	\$ 750.00	\$ 750.00
Show Programs	Shows**	\$ 1,000.00	\$ 1,095.12
Costumes	The Claw	\$ 1,500.00	\$ 1,161.82
Sets		\$ 600.00	\$ 515.09
Show royalties/materials		\$ 1,000.00	\$ 1,147.00
Concession and food costs		\$ 500.00	\$517.24
Printing costs		\$ 450.00	\$ 450.00
Reimbursable expenses		\$ 250.00	\$ 250.00
Facility usage	LHES classroom/cafeteria use/Kings Chapel	\$ 5,000.00	\$ 3,234.84
Music	Music/drama materials (computers, instruments)	\$ 11,000.00	\$ 13,152.03
Miscellaneous			
PO Box yearly cost		\$ 62.00	\$ 62.00
Postage		\$ 100.00	\$ 100.00
Gifts/business lunches		\$ 200.00	\$ 179.79
Professional development		\$ 350.00	\$ 350.00
Total Expenses		\$ 131,036.38	\$ 131,230.29
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	Total Revenue	\$ 137,750.00	\$ 142,298.62
	Total Expenses	\$ 131,036.38	\$ 131,230.29
	TOTAL	\$ 6,713.62	\$ 11,068.33

LAPA Funding Sources

Grants awarded to LAPA

- Manele Koele Charitable Fund (2016: \$8000, 2017 & 2018: \$10,000 2019-2022: \$5,000, 2023: \$10,000, plus additional \$2,421 for songwriting retreat)
- Lanai Community Benefit Fund (2014: \$1,000, 2019: \$5,000, 2020-2022: \$10,000, 2023: \$5,000)
- Young Brothers Grant (2014 & 2015: \$1,000 both times)
- Kahua Grant (2016 & 2017: \$20,095.00, 2018: \$15,000, 2019: \$10,000)
- Kahua Grant (February 2017: \$10,000 for professional development)
- Rotary Club of Lanai (2017--\$1,000)
- Hawaii Community Foundation Flex Grant (2017: \$15,000, 2018: \$5,000)
- Maui County OED Grant (2018-2020: \$10,000, 2021-2023: \$20,000)
- Laura Jane Musser Fund (2018-2020: \$10,000, 2023: \$12,000)
- Fred Baldwin Memorial Foundation Grant (2018, 2019, 2021, 2022: \$5,000)
- Freddie G Award (won by Matt Glickstein at 2019 Junior Theater Festival, \$5,000)
- Charity Walk (2014-2019: \$1,500)
- OHA Ahahui Grant (2019: \$5,000)
- National Endowment for the Arts (2019: \$10,000)
- Hawaii State Foundation on Culture and the Arts (2019, 2020, 2021, 2023, 2024: \$10,000)
- Atherton Foundation (2019, 2021, 2022, 2023: \$10,000)
- Hawaii Arts Alliance (2019-2021: \$4,850)
- McInerney Foundation (2019, 2023: \$10,000)
- Hawaii State Grants in Aid (2022, 2023: \$20,000)
- Susan M. Kosasa Fund (2021: \$5000, 2022: \$5000)
- Kosasa Family Fund (2021: \$10,000)
- Stupski Foundation (2023-2026: \$31,250 per year, multi-year grant)