

House District \_\_\_\_\_

Senate District \_\_\_\_\_

THE TWENTY-EIGHTH LEGISLATURE  
APPLICATION FOR GRANTS  
CHAPTER 42F, HAWAII REVISED STATUTES

Log No:

For Legislature's Use Only

Type of Grant Request:

GRANT REQUEST - OPERATING

GRANT REQUEST - CAPITAL

"Grant" means an award of state funds by the legislature, by an appropriation to a specified recipient, to support the activities of the recipient and permit the community to benefit from those activities.

"Recipient" means any organization or person receiving a grant.

STATE DEPARTMENT OR AGENCY RELATED TO THIS REQUEST (LEAVE BLANK IF UNKNOWN):

STATE PROGRAM I.D. NO. (LEAVE BLANK IF UNKNOWN): \_\_\_\_\_

1. APPLICANT INFORMATION:

Legal Name of Requesting Organization or Individual: Hawaii Pops Orchestra

Dbas: Hawaii Pops

Street Address: 6770 Hawaii Kai Drive, # 309  
Honolulu, HI 96825

Mailing Address: PO Box 25037  
Honolulu, HI 96825

2. CONTACT PERSON FOR MATTERS INVOLVING THIS APPLICATION:

Name DONNA BEBBER

Title Executive Director & Cofounder

Phone # 808-741-1041

Fax # 808-

E-mail \_\_\_\_\_

3. TYPE OF BUSINESS ENTITY:

- NON PROFIT CORPORATION INCORPORATED IN HAWAII
- FOR PROFIT CORPORATION INCORPORATED IN HAWAII
- LIMITED LIABILITY COMPANY
- OTHER
- SOLE PROPRIETORSHIP/INDIVIDUAL

6. DESCRIPTIVE TITLE OF APPLICANT'S REQUEST:

HAWAII POPS

4. FEDERAL TAX ID #: \_\_\_\_\_

5. STATE TAX ID #: \_\_\_\_\_

7. AMOUNT OF STATE FUNDS REQUESTED:

FISCAL YEAR 2016: \$ 250,000

8. STATUS OF SERVICE DESCRIBED IN THIS REQUEST:

- NEW SERVICE (PRESENTLY DOES NOT EXIST)
- EXISTING SERVICE (PRESENTLY IN OPERATION)

SPECIFY THE AMOUNT BY SOURCES OF FUNDS AVAILABLE AT THE TIME OF THIS REQUEST:

STATE \$ 0

FEDERAL \$ 0

COUNTY \$ 0

PRIVATE/OTHER \$ 70,000

TYPE NAME & TITLE OF AUTHORIZED REPRESENTATIVE:

\_\_\_\_\_

AUTHORIZED SIGNATURE

Donna Bebbler Executive Director

NAME & TITLE

1/29/15

DATE SIGNED



RECEIVED  
1-30-15

✓

## Application for Grants

*If any item is not applicable to the request, the applicant should enter "not applicable".*

### I. Background and Summary

**This section shall clearly and concisely summarize and highlight the contents of the request in such a way as to provide the State Legislature with a broad understanding of the request. Please include the following:**

**1. A brief description of the applicant's background;**

The Mission of the Hawaii Pops is to bring music and music education to the residents of and visitors to Hawaii. Under the direction of Matt Catingub, Artist Director of the Hawaii Pops, we are bringing back the popular concerts that were once presented under the umbrella of the former Honolulu Symphony. The Hawaii Pops was formed in April 2013, with its first season running from September 2013 to May 2014. We are in the middle of our second season.

**2. The goals and objectives related to the request;**

Hawaii Pops business goals are:

- 1) Continue to offer the popular Pops music back to Hawaii in a new innovative way for Hawaii residents and visitors.
- 2) To secure adequate funding through contributed and earned revenue to ensure that the organization is financially sound and to have adequate reserves to handle cash flow throughout the seasons.
- 3) Provide employment for musicians in Hawaii.
- 4) To develop and implement comprehensive business, marketing, public relations, and fundraising plans.
- 5) To develop a comprehensive database of ticket buyers and potential donors, with ongoing expansion and development.
- 6) To develop a music education program for Hawaii youth focusing on pops music.

The majority of these goals have been met, or in progress. The purpose of this proposal and request is to address the second point on this list of goals and objectives. We are requesting \$250,000 to assist Hawaii Pops in reaching these goals.

**3. The public purpose and need to be served;**

Music is an important part of everyday life in Hawaii. Most celebrations, memorials, and public ceremonies generally have some type of music. Hawaii Pops will give the public an affordable and convenient place to hear world-class musicians.

Hawaii is home to some of the best entertainers in the world. Over the years, the venues that showcase local and international talent have been greatly reduced. The show rooms that we once enjoyed are no longer available. Hawaii Pops will provide a venue for local and international musicians.

Hawaii has is well known for her beautiful beaches, climate, water activities, and first rate attractions. Many of these activities can only be enjoyed during the daytime hours. Once the sun sets, visitors are often looking for new and exciting things to do. Hawaii Pops fills this need. During the brief time we have been operating, visitors are finding us. We have had attendees from many states and several countries. This is a trend that we see as a growing market for us.

When businesses are looking to open offices in Hawaii, one of the concerns is the social activities for employees. It is imperative for Hawaii to offer museums, cultural events and concerts that will appeal to a wide variety of interests. These entities, including Hawaii Pops, are vital to the economic development of our home.

**4. Describe the target population to be served; and**

Target markets for the Hawaii Pops will be Hawaii residents and visitors. One of the important components of our mission is to provide music education programs and experiences for children and adults. We are currently working on plans for a comprehensive education program.

**Local Market**

The primary target of the Hawaii Pops will be the local market. The concerts being held at the Sheraton Waikiki give a different experience for the music-loving public. The setup of the concerts allows attendees to eat, drink and dance during the concerts. The concert experience is interactive. For the audience that prefers a more traditional style of concert, Hawaii Pops also presents concerts at the historic Hawaii Theatre Centre. Historically, Pops concerts in Hawaii have been very well attended. Matt Catingub is considered to be a "native son" and very popular with local people.

Initially, the concerts will be in Honolulu, but as we progress, we will take concerts to Maui, Kauai, and Hawaii.

**Visitor Market**

Hawaii Pops provides the following benefits to the visitor industry and individual visitor experience:

- 1) It gives visitors something special to do at night in Waikiki (and eventually on Neighbor Islands).
- 2) One of Hawaii Pops venues is in Waikiki and convenient for visitors.
- 3) Hawaii Pops gives visitors an opportunity to sometimes hear local entertainers performing with the orchestra.

**Convention Market**

The convention market, both at the Hawaii Convention Center and other locations, is big business in Hawaii. Many of the larger conventions hire local, national and international artists for private show entertainment. Hawaii Pops is available for conventions. We have recently started to receive request for proposals from this market.

**Education**

Music education is not readily available to many students in Hawaii. This is due to financial constraints within the household or a lack of music education programs in many schools. Once Hawaii Pops is firmly established, we plan to design and implement an education program. Goals for the education program include:

- 1) The education program will give children and their parents a learning experience often not available in schools.
- 2) Children will have an opportunity to interact with professional musicians.
- 3) Children will have an opportunity to touch and play different musical instruments.

5. **Describe the geographic coverage.**

We named our organization Hawaii Pops instead of Honolulu Pops, because we plan to perform for the entire state. Initially the Hawaii Pops will perform on Oahu. As we become financially stable, we will expand to the neighbor islands. We have had several discussions with the Maui Arts and Culture Center to bring concerts to Maui and have interest from Kauai businesses and residents.

**II. Service Summary and Outcomes**

The Service Summary shall include a detailed discussion of the applicant's approach to the request. The applicant shall clearly and concisely specify the results, outcomes, and measures of effectiveness from this request. The applicant shall:

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

Scope of work, tasks and responsibilities

The Board of Directors will have oversight of Hawaii Pops. There will be a minimum of 3 and no more than 31 members of the board. The organization By-laws and Articles of Incorporation contain specific details of board responsibilities and obligations. A copy can be provided upon request.

As of January 30, 2015, the following are members of the board of directors:

Donna Bebbler  
Executive Director & Co-founder  
Hawaii Pops

Philana Bouvier  
Executive Vice President & General Manager  
Young Market Company

Matt Catingub  
Artistic Director & Co-founder  
Hawaii Pops

Dennis Christianson  
CEO  
Anthology Marketing Group

Chuck Cotton  
Vice President & General Manager  
Clear Channel Media & Entertainment

Jim George  
Print Editor  
Pacific Business News

Virginia Hinshaw  
Chancellor Emeritus/Professor  
John A. Burns School of Medicine  
University of Hawaii at Manoa

Mark Hunt  
Senior Vice President  
Nanoventions Holdings, LLC

Andrew Jackson  
President & General Manager  
KITV

Henry Kaponu  
Entertainer

James Merriman  
Executive Vice President  
HUB International Insurance Services

Jim Nabors, Honorary Member  
Entertainer

Blake Oshiro  
Attorney  
Alston, Hunt, Floyd & Ing

Jeffrey S. Portnoy  
Partner  
Cades Schutte Law Firm

Jerry Rauckhorst  
President & CEO  
Catholic Charities Hawaii

Peter Shaindlin  
Chief Operating Officer  
Halekulani Corporation

Richard Turbin  
Attorney  
Turbin Chu Heidt, Attorneys at Law

Nancy Evans Tudor, CPA  
Partner  
Tudor, Wilson & Associates

Carolyn Berry Wilson  
Philanthropist

Shelley Wilson  
President & CEO  
Wilson Care

Caroline Witherspoon  
President  
Becker Communications

Wendell Wo  
Partner  
CS Wo & Sons

Alan Yamamoto  
National Sales Manager/Event Planner  
Summit Media

John Yoshimura  
Director of Policy & Electricity Markets  
Solar City

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

Performances for the remainder of 2014-2015 Season

Concert Series – Hawaii Theatre Center  
An Evening of Romance and Love Songs  
Featuring Raiatea Helm  
February 14, 2015

Concert Series – Hawaii Theatre Center  
Smooth Jazz Superstar Dave Koz  
April 4, 2015

Nightclub Series – Sheraton Waikiki Ballrooms  
It's Hip to be Square – Celebrating the Music of the '80s  
Featuring Pop Superstar Taylor Dayne  
May 9, 2015

**Performances for 2015 -2016 Season**

We are in the process of planning this season at the moment. We plan to announce the new season within the next two months. The concerts will be held once a month between September 2015 and May 2016. The Concert Series at Hawaii Theatre and the Nightclub Series at the Sheraton Waikiki will each have 3 concerts. We are planning a special concert honoring Frank Sinatra on December 12, 2015, on what would have been his 100<sup>th</sup> birthday. Hawaii Pops also plans to add a new chamber music series during the 2015-16 season. It will be a different twist on the traditional chamber music concerts and will be held at the Halekulani.

**Financial Goals**

One of the objectives the Board of Hawaii Pops has recently undertaken is to launch a \$1 million fundraising campaign. Hawaii Pops has been very prudent in budgeting and expansion. We only want to do what we can afford and do not want to end up like other orchestras that fail due to lack of revenue. The current campaign will provide a cushion so that we are financially secure as we move into the third season and beyond. State funding is critical to this process. We plan to have the campaign completed by June 2015.

Earned and contributed revenue for Hawaii Pops comes from many sources. The budgeted amounts are listed below.

**Earned revenue:**

Advertising income (advertisements in Concert Playbill)	
\$8,000	
Ticket Sales (from all concerts)	
\$357,000	
Presented Concert (special concert presented by the Pops)	
\$75,000	
Contract Services (where the Pops is hired to play, private events)	
\$75,000	
	Subtotal
	\$515,000

**Contributed revenue:**

Board contributions (100% of board members have contributed)	
\$200,000	
Season & Show Sponsors	
\$190,000	

Corporate Contributions		
\$20,000		
Annual Fund		
\$50,000		
Foundations		
\$200,000		
	Subtotal	\$660,000
	Total	\$1,175,000

Hawaii Pops budget is projecting more income than expenses to cover the loss from our first season and to provide a fund to help with cash flow for next season.

**In-kind Contributions:**  
Hawaii Pops has been very fortunate to secure strong partners who provide in-kind donations. We anticipate the sponsors will return for our 3<sup>rd</sup> season. Plans to secure more sponsors are on-going. The value of the in-kind sponsorships is more than \$200,000 per season.

Inkind sponsors for 2014-2015 season include:

- Season Sponsors**
- Hagadone Printing
- Halekulani
- Hawaiian Airlines
- Honolulu Star Advertiser
- Piano Planet
- Ward Village
- Series Sponsors**
- Sheraton Waikiki
- Hawaii Theatre Center
- Becker Communications
- Anthology
- Young's Market

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

The most obvious way to measure effectiveness of concerts is the continued strong ticket sales and in increased donations. The secondary method is through media reviews and comments from patrons. We track ticket sales and are seeing consistent increases in attendance. We are exploring the possibility of adding additional seats for the next season. Donations continue to grow as music lovers discover the Hawaii Pops.



- 3. **List the measure(s) of effectiveness that will be reported to the State agency through which grant funds are appropriated (the expending agency). The measure(s) will provide a standard and objective way for the State to assess the program's achievement or accomplishment. Please note that if the level of appropriation differs from the amount included in this application that the measure(s) of effectiveness will need to be updated and transmitted to the expending agency.**

Hawaii Pops will provide:

- 1) a list of total attendance for all concerts and the number of seats available at each venue
- 2) reviews from media when available for each concert
- 3) feedback from concert attendees from letters, social media sites, etc.
- 4) List of contributed revenue for 2013 and 2014 so comparison can be shown with an expected increase in donations

### III. Financial

#### Budget

- 1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
- 2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2016.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$100,000	\$100,000	\$25,000	\$25,000	\$250,000

- 3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2016.

Included in earlier parts of this proposal.

- 4. **The applicant shall provide a listing of all state and federal tax credits it has been granted within the prior three years. Additionally, the applicant shall provide a listing of all state and federal tax credits they have applied for or anticipate applying for pertaining to any capital project, if applicable.**

None

- 5. **The applicant shall provide a listing of all government contracts and grants it has been and will be receiving for program funding.**

None

6. **The applicant shall provide the balance of its unrestricted current assets as of December 31, 2014.**  
Balance Sheet and Profit & Loss Statements ending 12/31/14 attached

#### **IV. Experience and Capability**

##### **A. Necessary Skills and Experience**

**The applicant shall demonstrate that it has the necessary skills, abilities, knowledge of, and experience relating to the request. State your experience and appropriateness for providing the service proposed in this application. The applicant shall also provide a listing of verifiable experience of related projects or contracts for the most recent three years that are pertinent to the request.**

Hawaii Pops will only have 2 full-time employees during the first 2 years of operation. This is to ensure that the organization is financially secure before hiring additional employees. Catingub will serve as the Artistic Director and Bebbler will be the Executive Director. Both employees will take on the responsibilities of running the day-to-day operations and will be wearing many hats during the start-up of the business. Catingub and Bebbler will work closely together and with the board to make sure all needs of the organization are met. Bios of each are included below.

##### **Matt Catingub, Artistic Director**

Multi-talented musician Matt Catingub wears many hats: saxophonist, woodwind artist, conductor, pianist, vocalist, performer, composer, and arranger. Recently appointed Artistic Director and Conductor of the newly formed Glendale Pops Orchestra, Matt is also the Pops Conductor of the New Hampshire Music Festival. Matt previously held positions as Pops Conductor of the Honolulu Symphony for 12 years, and Principal Pops Conductor of the New Mexico Symphony, where he consistently garnered praise for his innovative programming. Matt is generating excitement throughout the entertainment industry for his impressive catalog of unique abilities.

Matt has arranged and conducted for a galaxy of performers, including Diana Krall, James Ingram, Kenny Loggins, Boz Scaggs, The Righteous Brothers, Rosemary Clooney, Toni Tennille, and Toto, just to name a few.

Along with working with the Honolulu Symphony and the New Mexico Symphony, Matt has guest conducted for some of the most significant Symphony Orchestras in the county, including the Nashville Symphony, the Florida Orchestra, the Pacific Symphony, the Cincinnati Pops, as well as symphonies in Columbus, Hartford, Omaha and throughout Canada, and Japan.

Throughout the years, Matt has built a reputation as a well-rounded musician. He wrote music for the George Clooney film, *Good Night and Good Luck*, which was released on the Concord Records label in September 2005. Not only did Matt make an on-screen appearance as the leader of the band, he created all of the arrangements and played tenor sax on the CD. The Soundtrack for *Good Night and Good Luck* won a Grammy in 2006.

In July of 1995, Matt had made his solo singing debut at the Frank Sinatra Celebration at New York City's legendary Carnegie Hall and as a result of his performance there, the Concord Jazz CD *Gershwin 100* was conceived. This 1998 CD features Catingub arrangements and Matt singing, playing piano and sax. This exciting CD brought him together with guest artists Rosemary Clooney, Michael Feinstein, John Pizzarelli, and Louie Bellson, in celebration of George Gershwin's 100th birthday.

### **Donna Bebber, Executive Director**

Bebber is well known in the fundraising community in Hawaii. During her career, she has been involved or directly responsible for raising more than \$100 million dollars for nonprofit organizations. She has worked in development as a number of local charities. Most relevant to this position is her tenure as Vice President of Development for the Honolulu Symphony Society for 7 years (1996-2003). As VP of Development, she and her department were responsible for an annual fundraising budget of more than \$3 million per year. She was part of the senior management team at the Honolulu Symphony. The senior managers met weekly and worked closely on all activities related to symphony operations and concert production.

Bebber is proud of the work she did as Senior Director of Development for the Pearl Harbor Memorial Fund with the purpose of raising \$52 million to rebuild the USS Arizona Memorial Visitor's Center. In addition to these organizations, Bebber has worked as an independent contractor for the University of Hawaii's Institute for Astronomy, Pacific Aviation Museum Pearl Harbor, Ballet Hawaii, Hawaii Romance Festival, Hawaii Nature Center.

Bebber has a BA from the University of Hawaii at West Oahu and an MBA from the University of Phoenix. She is active in many areas of our community and serves or has recently served on the following boards: National Society of Arts and Letters (Treasurer), Manoa Valley Theatre (Manoa Marquee Chair), Hawaii Performing Arts Foundation, Carolyn A. Berry Foundation (Director & Treasurer), and many more. She also serves as a board member for Process Electronics Corporation in North Carolina. For her work, she was named Hawaii's Fund Raising Executive of the Year and received the Award of Merit from the City and County of Honolulu.

Both Catingub and Bebbler have been responsible for successful Hawaii Pops concert last season and half of the current season. Most concerts have been sold out and have received rave reviews from the public. Other examples of relevant projects are included in the bios.

**B. Facilities**

**The applicant shall provide a description of its facilities and demonstrate its adequacy in relation to the request. If facilities are not presently available, describe plans to secure facilities.**

Hawaii Theatre Center – traditional style concerts with capacity of 1400 seats  
Sheraton Waikiki Ballroom – seating with tables of 10, cocktail tables of 6, and theatre style seating. Capacity can exceed 1000 patrons with this type of arrangement.

Halekulani Ballroom – new venue for the Chamber series. Anticipate audience of up to 300 with theatre-style seating.

All sound and lighting requirements are outsourced under the direction of a contracted stage manager.

These venues have worked well since the start of Hawaii Pops.

**V. Personnel: Project Organization and Staffing**

**A. Proposed Staffing, Staff Qualifications, Supervision and Training**

**The applicant shall describe the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. The applicant shall provide the qualifications and experience of personnel for the request and shall describe its ability to supervise, train and provide administrative direction relative to the request.**

Hawaii Pops will only have 2 full-time employees during the first 2 years of operation. This is to ensure that the organization is financially secure before hiring additional employees. Catingub will serve as the Artistic Director and Bebbler will be the Executive Director. Both employees will take on the responsibilities of running the day-to-day operations and will be wearing many hats during the start-up of the business. Catingub and Bebbler will work closely together and with the board to make sure all needs of the organization are met. Catingub and Bebbler biographies and responsibilities are included earlier in this proposal.

**B. Organization Chart**

**The applicant shall illustrate the position of each staff and line of responsibility/supervision. If the request is part of a large, multi-purpose organization, include an organization chart that illustrates the placement of this request.**

Attached

**C. Compensation**

**The applicant shall provide the annual salaries paid by the applicant to the three highest paid officers, directors, or employees of the organization by position.**

Matt Catingub, Artistic Director, \$100,000 annual salary  
Donna Bebber, Executive Director, \$100,000 annual salary  
Steve Jones, Personnel Manager, \$30,000 annual salary (part-time)

**VI. Other**

**A. Litigation**

**The applicant shall disclose any pending litigation to which they are a party, including the disclosure of any outstanding judgement. If applicable, please explain.**

None

**B. Licensure or Accreditation**

**The applicant shall specify any special qualifications, including but not limited to licensure or accreditation that the applicant possesses relevant to this request.**

None

**C. Federal and County Grants**

**The applicant shall separately specify the amount of federal and county grants awarded since July 1, 2014.**

None

**D. Private Educational Institutions**

**The applicant shall specify whether the grant will be used to support or benefit a sectarian or non-sectarian private educational institution. Please see Article X, Section 1, of the State Constitution for the relevance of this question.**

N/A

**E. Future Sustainability Plan**

**The applicant shall provide a plan for sustaining after fiscal year 2015-16 the activity funded by the grant if the grant of this application is:**

- (1) Received by the applicant for fiscal year 2015-16, but**
- (2) Not received by the applicant thereafter.**

If funding is not received, we will not be able to expand as soon as we would like to provide services on neighbor islands. We would also reduce or eliminate our youth education program. Both of these programs are included in our mission and we feel they are extremely important. As we continue to grow, we anticipate we will be able to cover the costs of these programs with a few years. Funding from the state will help us achieve these goals earlier than we can do it alone.

**F. Certificate of Good Standing (If the Applicant is an Organization)**

**If the applicant is an organization, the applicant shall submit one (1) copy of a certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2014.**

Attached

## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2015 to June 30, 2016

App

Hawaii Pops

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
<b>A. PERSONNEL COST</b>				
1. Salaries	272,000	0	0	232,000
2. Payroll Taxes & Assessments	48,000	0	0	0
3. Fringe Benefits	10,000	0	0	0
<b>TOTAL PERSONNEL COST</b>	<b>330,000</b>	<b>0</b>	<b>0</b>	<b>232,000</b>
<b>B. OTHER CURRENT EXPENSES</b>		0	0	
1. Airfare, Inter-Island	6,000	0	0	6,000
2. Insurance	8,000	0	0	8,000
3. Lease/Rental of Equipment	0	0	0	0
4. Lease/Rental of Space	51,000	0	0	51,000
5. Staff Training	0	0	0	0
6. Supplies	13,660	0	0	13,660
7. Telecommunication	1,000	0	0	1,000
8. Utilities	0	0	0	0
9 musicians	93,000	0	0	93,000
10 guest artists	60,000	0	0	60,000
11 librarian	7,500	0	0	7,500
12 bank fees/credit card charges	17,000	0	0	0
13 stage crew	69,000	0	0	69,000
14 sound	42,000	0	0	42,000
15 postage & Printing	14,250	0	0	14,250
16 advertising	40,000	0	0	51,000
17 stage & lighting	51,000	0	0	5,590
18 box office charges	15,000	0	0	0
19 first aid & security	3,000	0	0	3,000
20 bookkeeper	3,000	0	0	3,000
<b>TOTAL OTHER CURRENT EXPENSES</b>	<b>494,410</b>	<b>0</b>	<b>0</b>	<b>428,000</b>
<b>C. EQUIPMENT PURCHASES</b>		0	0	0
<b>D. MOTOR VEHICLE PURCHASES</b>		0	0	0
<b>E. CAPITAL</b>		0	0	0
<b>TOTAL (A+B+C+D+E)</b>	<b>824,410</b>	<b>0</b>	<b>0</b>	<b>660,000</b>
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	250,000	Donna Bebber <span style="float: right;">808-741-1041</span>		
(b) Total Federal Funds Requested	0	Name (Please type or print) <span style="float: right;">Phone</span>		
(c) Total County Funds Requested	0	42,033		
(d) Total Private/Other Funds Requested	660,000	Signature of Authorized Official <span style="float: right;">Date</span>		
<b>TOTAL BUDGET</b>	<b>910,000</b>	Donna Bebber, Executive Director Name and Title (Please type or print)		

**BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES**

Period: July 1, 2015 to June 30, 2016

Hawaii Pops

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Donna Bebber	40+ hours	\$100,000.00	40.00%	\$ 40,000.00
Matt Catingub	40+ hours	\$100,000.00	0.00%	\$ -
Steve Jones	19 hours	\$30,000.00	0.00%	\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
<b>TOTAL:</b>				40,000.00
<b>JUSTIFICATION/COMMENTS:</b>				



## BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2015 to June 30, 2016

Applicant: \_\_\_\_\_ Hawaii Pops \_\_\_\_\_

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
none N/A			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
<b>TOTAL:</b>				
<b>JUSTIFICATION/COMMENTS:</b>				

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

## BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2015 to June 30, 2016

Hawaii Pops

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2013-2014	FY: 2014-2015	FY:2015-2016	FY:2015-2016	FY:2016-2017	FY:2017-2018
PLANS	0	0	0	0	0	0
LAND ACQUISITION	0	0	0	0	0	0
DESIGN	0	0	0	0	0	0
CONSTRUCTION	0	0	0	0	0	0
EQUIPMENT	0	0	0	0	0	0
<b>TOTAL:</b>				0	0	0
<b>JUSTIFICATION/COMMENTS:</b>						

# GOVERNMENT CONTRACTS AND/OR GRANTS

Applicant:       Hawaii Pops      

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau )	CONTRACT VALUE
1.	none				
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
				<b>TOTAL</b>	


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

The undersigned authorized representative of the applicant certifies the following:

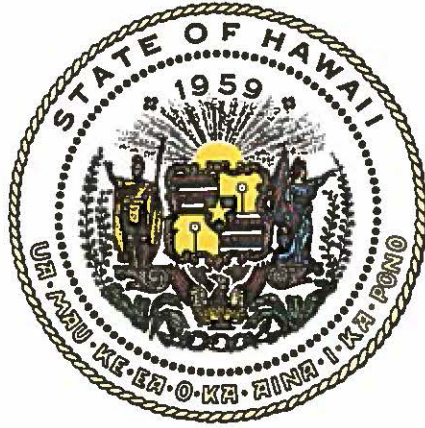
- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii Revised Statutes:
  - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide 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.

Hawaii Pops  
(Typed Name of Individual or Organization)  
  
(Signature) 1/29/2015  
(Date)

Donna Bebber  
(Typed Name) Executive Director & Co-founder  
(Title)



## Department of Commerce and Consumer Affairs

### CERTIFICATE OF GOOD STANDING

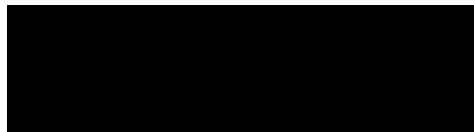
I, the undersigned Director of Commerce and Consumer Affairs of the State of Hawaii, do hereby certify that

**HAWAII POPS ORCHESTRA**

was incorporated under the laws of Hawaii on 04/12/2013 ; 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 29, 2015



Director of Commerce and Consumer Affairs

HAWAII POPS  
ORGANIZATIONAL CHART

BOARD OF DIRECTORS

ARTISTIC DIRECTOR

EXECUTIVE DIRECTOR

Personnel Manager

Volunteers

Contract employees

Accountant

Public Relations

Advertising

Development

Hawaii Pops Budget  
2014-2015 Season

<b>Income</b>	
Advertising Income	\$ 8,000
Ticket Sales	\$ 357,000
Season Sponsors	\$ 40,000
Show Sponsors	\$ 150,000
Corporate Contributions	\$ 20,000
Board Contributions	\$ 200,000
Annual Fund	\$ 50,000
Foundations	\$ 200,000
Government Funding	\$ 100,000
presented concert (net)	\$ 75,000
Contract services (net)	\$ 25,000
Hughes concert (net)	\$ 50,000
	\$ 1,275,000
<b>Expenses</b>	
Facility Expenses/rental	\$ 51,000
First Aid	\$ 600
Leis	\$ 600
Librarian	\$ 7,500
Stage/Lighting rental	\$ 45,000
Stage crew	\$ 69,000
Music Stand Set up	\$ 660
Musicians	\$ 93,000
Performers	\$ 60,000
Postage	\$ 3,250
Printing	\$ 11,000
Security	\$ 2,400
Sound	\$ 42,000
Technical Director	\$ 6,000
Travel	\$ 6,000
Valet	
Video projection	\$ 24,000
Advertising	\$ 40,000
Bank Service Fees	\$ 5,000
Boxoffice charges (	\$ 15,000
Bookkeeper	\$ 3,000
Salaries/payroll taxes	\$ 300,000
Employee Benefits	\$ 10,000
Credit Card Fees (donations	\$ 12,000
Office Expense	
Office supplies	\$ 5,000
Telephone/fax	\$ 1,000
Insurance, liability, D&O	\$ 8,000
Post office rental	\$ 400
Fed Ex	\$ 3,000
	\$ 824,410

Hawaii Pops Orchestra  
**Balance Sheet**  
As of December 31, 2014

	<u>Dec 31, 14</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
FHB-Checking	4,015.83
<b>Total Checking/Savings</b>	<u>4,015.83</u>
<b>Other Current Assets</b>	
Deposit - Hawaii Theater	5,000.00
<b>Total Other Current Assets</b>	<u>5,000.00</u>
<b>Total Current Assets</b>	<u>9,015.83</u>
<b>Fixed Assets</b>	
Organizational Costs	850.00
<b>Total Fixed Assets</b>	<u>850.00</u>
<b>TOTAL ASSETS</b>	<u><u>9,865.83</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
Accounts Payable	138,725.25
<b>Total Accounts Payable</b>	<u>138,725.25</u>
<b>Other Current Liabilities</b>	
Accounts Payable - Payroll	84,672.49
Note Payable - CABW	100,000.00
<b>Payroll Liabilities</b>	
Federal W/H	5,178.00
FICA	2,515.20
FUTA	42.00
Medicare	588.24
SUTA Payable	979.80
SWT	1,554.27
<b>Total Payroll Liabilities</b>	<u>10,857.51</u>
Season Tickets	10,635.00
<b>Total Other Current Liabilities</b>	<u>206,165.00</u>
<b>Total Current Liabilities</b>	<u>344,890.25</u>
<b>Total Liabilities</b>	<u>344,890.25</u>
<b>Equity</b>	
Retained Earnings	-54,741.10
Net Income	-280,283.32
<b>Total Equity</b>	<u>-335,024.42</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>9,865.83</u></u>



**Hawaii Pops Orchestra**  
**Profit & Loss**  
 January through December 2014

	Jan - Dec 14
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Advertising Income	3,386.12
Donations - individual	253,374.73
Program Income	
Tickets	100,052.64
<b>Total Program Income</b>	100,052.64
Special Events	51,322.95
<b>Total Income</b>	408,136.44
<b>Cost of Goods Sold</b>	
Charge Card Fees	2,409.94
Facilities Rental	51,357.99
First Aid	294.00
Food & Beverage	12,550.30
Hawaii Pro Sound	26,945.60
Hawaii Stage & Lighting	55,897.72
John Guild Communications	29,803.65
JS Services - Crew	73,125.33
Librarian	6,254.74
Miscellaneous Expense	9,235.72
Musicians	88,179.61
Performers	62,160.00
Printing	130.50
Security	1,957.07
Soundmix	5,183.24
Stage Manager	2,625.36
Travel - Performers	5,023.33
Valet	144.00
<b>Total COGS</b>	433,278.10
<b>Gross Profit</b>	-25,141.66
<b>Expense</b>	
advertising	3,333.30
Bank Service fees	351.00
Books, Subscriptions, Reference	55.00
Contract Services	
Accounting Fees	6,282.72
Outside Contract Services	99,999.96
<b>Total Contract Services</b>	106,282.68
Credit Card Fees	1,855.30
Employee Benefits	2,651.20
Facilities and Equipment	1,482.12
General Excise Tax	244.90
Insurance - Liability, D and O	2,123.96
office expense	876.10
Office supplies	107.96
Parking	62.25
Payroll Expenses	
FICA	8,989.06
Medi-care	922.45
Salary	118,067.96
SUTA	3,452.03
Payroll Expenses - Other	84.00
<b>Total Payroll Expenses</b>	131,515.50
Postage, Mailing Service	1,296.96
Program Guide	2,229.37
Promotion	23.50
Telephone, Telecommunications	553.21

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01/15/15  
Accrual Basis

**Hawaii Pops Orchestra**  
**Profit & Loss**  
January through December 2014

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	<u>Jan - Dec 14</u>
Travel and Meetings	<u>97.35</u>
Total Expense	<u>255,141.66</u>
Net Ordinary Income	<u>-280,283.32</u>
Net Income	<u><u>-280,283.32</u></u>