

House District 26

Senate District 12

THE TWENTY-SEVENTH LEGISLATURE
APPLICATION FOR GRANTS AND SUBSIDIES
CHAPTER 42F, HAWAII REVISED STATUTES

Log No:

For Legislature's Use Only

Type of Grant or Subsidy Request:

GRANT REQUEST - OPERATING

GRANT REQUEST - CAPITAL

SUBSIDY REQUEST

"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.

"Subsidy" means an award of state funds by the legislature, by an appropriation to a recipient specified in the appropriation, to reduce the costs incurred by the organization or individual in providing a service available to some or all members of the public.

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

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 Opera Theatre

Street Address:
848 South Beretania Street, #301, Honolulu HI 96813

Mailing Address:
848 South Beretania Street, #301, Honolulu HI 96813

2. CONTACT PERSON FOR MATTERS INVOLVING THIS APPLICATION:

Name SIMON CROOKALL

Title General Director

Phone # (808) 596-7372

Fax # (808) 596-0379

e-mail s_crookall@hawaiiopera.org

3. TYPE OF BUSINESS ENTITY:

- NON PROFIT CORPORATION
- FOR PROFIT CORPORATION
- LIMITED LIABILITY COMPANY
- SOLE PROPRIETORSHIP/INDIVIDUAL

6. DESCRIPTIVE TITLE OF APPLICANT'S REQUEST:

REQUEST FOR FUNDS TO SUPPORT A PROGRAM OF OPERA PRODUCTIONS AND EDUCATIONAL OUTREACH ACTIVITIES ON FOUR ISLANDS, INCLUDING TICKET SUBSIDIES TO INCREASE ACCESS.

4. FEDERAL TAX ID #: [REDACTED]

5. STATE TAX ID #: [REDACTED]

7. AMOUNT OF STATE FUNDS REQUESTED:

FISCAL YEAR 2019: \$ 255,800

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 \$ _____
 FEDERAL \$ _____
 COUNTY \$ _____
 PRIVATE/OTHER \$ _____

TYPE NAME & TITLE OF AUTHORIZED REPRESENTATIVE

SIMON CROOKALL, GENERAL DIRECTOR
NAME & TITLE

JANUARY 16, 2018
DATE SIGNED

JAN 17 2018 12:30 PM

Application for Grants

Please check the box when item/section has been completed. 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;**

Established in 1960 as part of the Honolulu Symphony, and incorporated in 1980, Hawaii Opera Theatre's mission is to use sound business practice to present a broad spectrum of world-class opera and music-theatre, as well as a wide range of educational and artistic opportunities, to the whole State of Hawaii. As the only company performing opera in Hawaii, our work is vitally important to the community we serve, both in terms of our performances, and also the wide range of education programs that we present throughout the State.

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

HOT's goal is to engage, enthuse, educate and entertain the people of Hawaii about opera and classical music. In order to do that we will reach as many people in the State of Hawaii as possible, through an extensive program of public performances, outreach concerts and educational programs. Our objectives are as follows:

- To reach an audience of over 15,000 through our mainstage performances.
- To perform a wide variety of opera of different scales and types.
- To connect with over 20,000 children and their families by presenting educationally sound programs that reflect the priorities of the State Department of Education.
- To present performances and education programs on the islands of Oahu, Kauai, Maui and Hawaii.
- To offer tickets at reduced prices that will make our performances accessible to everyone, increasing the number of low-priced tickets, ensuring that price is not a barrier to admission.

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

The arts play a major role in the quality of life for all of our citizens by giving identity to our community, making it more viable and enjoyable by fostering cultural appreciation, creating jobs and strengthening the local economy, and by providing an effective method for teaching our youth the many skills needed to live and work successfully in society.

The renowned cellist, Yo-Yo Ma said: "Culture is a fabric composed of gifts from every corner of the world. The arts teach us that there is something that connects us all and is bigger than each of us. Music belongs to us all."

The ninety-second American Assembly in 1997 identified the broad public purposes served by the arts and the specific ways in which the arts can and do meet the needs of the nation and of all Americans. Specifically this Assembly identified four public mandates addressed by the arts:

1. The arts help to define what it is to be an American - by building a sense of the nation's identity, by reinforcing the reality of American pluralism, by advancing democratic values at home, and by advancing democratic values and peace abroad.
2. The arts contribute to quality of life and economic growth - by making America's communities more livable and more prosperous, and by increasing the nation's prosperity at home and abroad.
3. The arts help to form an educated and aware citizenry - by promoting understanding in this diverse society, by developing competencies in school and at work, and by advancing freedom of inquiry and the open exchange of ideas and values.
4. The arts enhance individual life - by encouraging individual creativity, spirit, and potential; and by providing release, relaxation and entertainment.

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

HOT aims to bring opera statewide with top quality opera productions and performances as well as innovative education programs on the four islands of Oahu, Kauai, Maui and Hawaii. We strive to reach the widest possible audience, with particular initiatives in recent seasons to younger opera-goers, especially young professionals, as well as broadening our appeal by performing new and topical works that have particular relevance to today's audiences.

In the field of education, we have programs that are designed for particular age ranges: the *Opera Express* touring opera visits elementary schools and community venues on four islands; the *Opera Residency* program takes place in schools with a large proportion of less privileged students, such as Aiea Elementary and Blanche Pope Elementary in Waimanalo. Our *Opera for Everyone* dress rehearsal performances are open to students in middle and high schools across the educational spectrum, with a very low ticket price (\$7) to increase accessibility.

Without HOT's performances and education programs the majority of people in Hawaii would have no access to opera or, in some cases, classical music. Many of the schools we serve have no music programs of their own, and the opportunity to work with HOT's teaching artists is the only music education available to the students. With all the benefits for cognitive and social development that result from arts education, as has frequently been proved in research, HOT's programs are vital to the children, families and adults that we serve.

In all, HOT's public performances reach over 15,000 people on Oahu each year, and our education programs reach over 22,000 children and their families on the islands of Oahu, Kauai, Maui and Hawaii. Our goal is to increase that reach, and introduce more people to opera and classical music. To that end, in recent years we have incorporated marketing strategies to engage younger audiences, including HOT Tuesday events for under 40's, and the GenHOT Advisory Board of young professionals who are interested in supporting HOT and leading our outreach to the younger generation.

In addition, HOT has pricing policies to make opera accessible to everyone, with prices starting at \$29, and many discount schemes on offer. We plan to utilize some of the grant money to increase the number of low-price tickets on offer for each performance.

5. Describe the geographic coverage.

HOT's mainstage productions normally take place in Honolulu, principally at the Neil S Blaisdell Concert Hall, but also at other venues around the city, including the Hawaii Theatre, and most recently at Pier Ten at the Aloha Tower. During the 2016/17 Season, the company took its production of *Three Decembers* to Kauai, Maui and the Big Island. This connected HOT with audiences on each of the neighbor islands and opened the way for future performances.

In the current season we are planning a series of concerts by our Orvis Studio singers on the neighbor islands, in an attempt to continue the connection with audiences on each island. In the same vein we will be performing in other parts of Oahu. This has been made possible by the appointment of a new pianist and coach, Maika'i Nash. Maika'i grew up in Hawaii and continued his career in San Francisco, Toronto and Bogota, Columbia, before returning to Honolulu last year to take up a permanent post with HOT.

Building on the experience of these concerts, we plan to extend our program on the neighbor islands to incorporate smaller-scale operatic performances on each island, using Orvis Studio singers, and devising programs of popular operatic excerpts to introduce new audiences to opera and engage, educate and entertain them.

For the past several years, HOT's Education Department has presented its touring show for schools on four islands. This 40-minute, specially adapted show, travels to elementary schools and community venues across the State each year. Last season they gave 85 performances of *Hansel and Gretel* and in the current season they will be giving a similar number of performances of *No More Mr Bad Wolf*.

HOT's *Oper Residency* programs take place in schools across Oahu, particularly in places which have little access to classical music, including Waimanalo, Aiea and Waikēle.

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;**

For the period July 1, 2018 to June 30, 2019, Hawaii Opera Theatre will undertake the following activities:

- Three performances of Gounod's *Romeo and Juliet* at the Blaisdell Concert Hall in October 2018
- Three performances of Mozart's *Marriage of Figaro* at the Blaisdell Concert Hall in February 2019
- Three performances of Benjamin Britten's *Turn of the Screw* at the Hawaii Theatre in March 2019
- Three performances of Verdi's *La Traviata* at the Blaisdell Concert Hall in May 2019
- Six performances on four islands of a touring production by the Orvis Opera Studio
- 85 performances of an *Opera Express* production of *The Barber of Seville* in elementary schools and community venues on four islands
- 6 *Opera Residency* projects in schools on Oahu, and at the Juvenile Correction Facility in Waimanalo
- Four *Opera for Everyone* dress rehearsal performances for middle and high school students
- Multiple workshops, masterclasses and coaching sessions for singers in the *Orvis Opera Studio* and *Young Voices Studio*, providing professional level training for young singers in high school and beyond as a means of training for future careers in opera

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

October 2018

- *Opera Express* – 2 week tour of *Barber of Seville* on Oahu
- *Opera Residency* – program begins
- *Orvis Opera Studio and Young Voices* – coaching and masterclasses begin
- *Opera for Everyone* – Dress Rehearsal of *Romeo and Juliet*
- *Romeo and Juliet* – Three performances at Blaisdell Concert Hall

November 2018

- *Opera Residency* – program continues
- *Orvis Opera Studio and Young Voices* – coaching and masterclasses continue
- *Opera Ball* – major fundraising event at the Waikiki Sheraton

December 2018

- *Opera Express* – 1 week tour of *Barber of Seville* on Maui
- *Opera Residency* – program continues
- *Orvis Opera Studio and Young Voices* – coaching and masterclasses continue

January 2019

- *Opera Express* – 1 week tour of *Barber of Seville* on Kauai
- *Opera Residency* – program continues
- *Orvis Opera Studio and Young Voices* – coaching and masterclasses continue

February 2019

- *Opera Residency* – program continues
- *Orvis Opera Studio and Young Voices* – coaching and masterclasses continue
- *Opera for Everyone* – Dress Rehearsal of *Marriage of Figaro*
- *Marriage of Figaro* – Three performances at Blaisdell Concert Hall

March 2019

- *Opera Express* – 1 week tour of *Barber of Seville* on Big Island
- *Opera Residency* – program continues
- *Orvis Opera Studio and Young Voices* – coaching and masterclasses continue
- *Opera for Everyone* – Dress Rehearsal of *Turn of the Screw*
- *Turn of the Screw* – Three performances at Hawaii Theatre

April 2019

- *Opera Express* – 2 week tour of *Barber of Seville* on Oahu
- *Opera Residency* – program continues
- *Orvis Opera Studio and Young Voices* – coaching and masterclasses continue

May 2019

- *Opera Residency* – program continues
- *Orvis Opera Studio and Young Voices* – coaching and masterclasses continue
- *Opera for Everyone* – Dress Rehearsal of *La Traviata*
- *La Traviata* – Three performances at Blaisdell Concert Hall

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

Hawaii Opera Theatre strives to maintain the highest possible artistic standards for its mainstage public performances. Using a combination of visiting artists from around the world, local based professional musicians in the orchestra, and our highly talented local volunteer chorus, HOT produces operas that are well received by the public, and widely acclaimed by local and international commentators.

HOT's Education Team attends the annual Arts First "Teaching Artists Institute" and works with the State Artists in Schools program coordinator to ensure that our programs help to enhance curriculum components. Research shows that whereas teachers have pedagogical and curricular expertise and teaching artists bring arts knowledge and skills, together they provide inventive arts integrated instruction to support student learning. Learning through partnerships with arts specialists and teaching artists also motivate and equip teachers to integrate the arts in their classrooms more frequently and in greater depth.

One measure of success for our education programs is the demand for our performances and projects from schools on all four islands that we visit, as well as attendance at our *Opera for Everyone* school performances. Feedback from teachers and participants is regularly sought, and comments are incorporated into our work to ensure that our programs are both relevant and helpful to the schools and to the teachers. HOT's Education Director meets before and after each *Opera Residency* project with teachers and administrators in each school, to discuss how to tailor the program, review its success and receive valuable feedback.

4. **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 Opera Theatre will track the following measures to report on the effectiveness of the program:

- Attendance at public performances
- Attendance by first-time opera goers at public performances
- Traffic on the HOT website and through social media platforms
- Attendance at *Opera for Everyone*
- Number of *Opera Express* performances
- Teacher feedback on *Opera Express* and *Opera Residency* programs

III. Financial

Budget

1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
 - a. Budget request by source of funds ([Link](#))
 - b. Personnel salaries and wages ([Link](#))
 - c. Equipment and motor vehicles ([Link](#))
 - d. Capital project details ([Link](#))
 - e. Government contracts, grants, and grants in aid ([Link](#))

Budget documents attached.

2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2019.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$0	\$90,000	\$85,000	\$80,800	\$255,800

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2019.

National Endowment for the Arts
 State Foundation on Culture and the Arts
 City and County of Honolulu
 John R Halligan Charitable Fund
 Hearst Foundations
 Arthur and Mae Orvis Foundation
 Strong Foundation
 Carol Franc Buck Foundation
 Alexander and Baldwin Foundation
 Atherton Family Foundation
 Bank of Hawaii Foundation
 Cades Foundation
 Cooke Foundation
 Sidney E Frank Foundation
 McNerny Foundation
 G N Wilcox Trust
 John Young Foundation
 Other Foundations and Trusts
 Individuals

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 federal, state, and county government contracts, grants, and grants in aid it has been granted within the prior three years and will be receiving for fiscal year 2019 for program funding.

National Endowment for the Arts

FY16	\$20,000	Residency Program
FY17	\$20,000	Three Decembers
<i>FY19</i>	<i>\$20,000</i>	<i>Applied</i>

State Foundation for Culture and the Arts

FY16	\$11,871	Education Program
FY17	\$10,817	Education Program
FY18	\$10,733	Education Program
<i>FY19</i>	<i>\$20,000</i>	<i>Applied</i>

State of Hawaii Grant in Aid

FY17	\$150,000	Three Decembers Statewide Tour
<i>FY19</i>	<i>\$255,800</i>	<i>Applied</i>

City and County of Honolulu Grant in Aid

FY17	\$50,000
FY18	\$125,000

6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2017.

Total Cash and Other Assets as at December 31, 2017	\$945,217
---	-----------

Total Assets as at December 31, 2017	\$8,902,570
--------------------------------------	-------------

IV. Experience and Capability

1. 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.

Opera Productions

The quality of Hawaii Opera Theatre's work has been praised for over fifty years by audiences and reviewers, including those from international publications such as Opera News and Opera Now, as well as local media outlets.

"Hawaii Opera Theatre brings this remarkably current story to life with a well-balanced cast, featuring mezzo soprano Kate Aldrich in the title role — and proving why she is considered perhaps the best Carmen in opera today — and local tenor Kip Wilborn as Don Jose, who undergoes a tortuous journey from would-be straight arrow to hapless foil." Steven Mark, Honolulu Star Advertiser, October 2017

"Hawaii Opera Theatre's "As One" is the story of a young transgender person discovering who s/he is, but like many operas, it connects on a universal level and is relevant to everyone who struggles towards self-acceptance. Thursday's performance was outstanding, sure to be a highlight of HOT's year." Ruth Bingham, Honolulu Star Advertiser, January 2018

Recent seasons from HOT have included very successful productions of *La Boheme*, *A Streetcar Named Desire*, *The Tales of Hoffmann* and *Carmen* at the Blaisdell Concert Hall. In addition, HOT has produced *Three Decembers* at the Hawaii Theatre, and on Kauai, Maui and the Big Island, as well as *As One* at the Pier Ten Cruise Terminal. These productions, with a wide range of styles and scenic treatment, demonstrate the flexibility of the company, and our ability to tackle works of varying size and era. Our production team includes key staff from Hawaii, as well as seasoned experts from the mainland, with rich and varied experience of mounting opera in many cities.

Educational Outreach Programs

Demand for HOT's educational programs continues to grow, and in recent years the *Opera Express* tour has expanded to over 80 performances on four islands. HOT's education team prepares a detailed information pack on the opera to be performed, including historical context, some sample lesson plans, music for some of the choruses for the children to learn and sing along, and some fun games for them to play. The packet for *Hansel and Gretel* included a recipe for gingerbread cookies. Following the performance, the students are invited to take part in a question and answer session with the singers.

HOT's *Opera Residency* program won an award by Opera America for its innovative approach to teaching students to put on an opera. Our education staff audition the students, assign roles, coach the singers and lead the final performances. Staff also assist in costume, staging and other production elements. After many such productions, the HOT education team has a strong track record in delivering these programs, as evidenced by the frequency of return invitations to schools such as Waikele, Aiea and Blanch Pope, Waimanalo Elementary Schools.

2. **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.

HOT's mainstage productions are presented at the Neal S Blaisdell Concert Hall in Honolulu. This is a city-owned and operated facility with 2100 seats.

Other productions are presented at venues across the city, including the Hawaii Theatre in Chinatown, and Pier 10 Terminal at Aloha Tower.

Education programs and performances take place in schools and community venues across the State.

V. Personnel: Project Organization and Staffing

1. **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.

Simon Crookall, General Director – Crookall was appointed Executive Director for Hawaii Opera Theatre in June 2013 and is responsible for its marketing, development, financial stability, and long-range planning. He was appointed General Director in 2016. Before moving to Hawaii, Crookall was President and CEO of the Indianapolis Symphony Orchestra from 2005 to 2012. Originally from the UK, Crookall worked in Scotland for over twenty years, as Chief Executive of the Royal Scottish National Orchestra, and previously General Manager of The Queen's Hall in Edinburgh. Crookall is a graduate in Economics from King's College, Cambridge University, where he was a choral scholar in the world-famous King's College Choir.

Erik Haines, Director of Education

Haines has been HOT's Director of Education since 1992 and has been instrumental in the tremendous growth of HOT's outreach activities. He is credited with HOT receiving The Opera America Success Award for educational programming at the 1999 Opera America Conference. He has been a National Association of Teachers of Singing State Governor, a board member of the Hawaii Alliance for Arts Education and served as president of the Waikele Elementary PTSO for five years. Haines has a master's degree in Music and Voice Concentration from the University of Hawaii at Manoa and has taught there as well as at Chaminade University, Windward Community College and Punahou Music School. He is also on staff at Hawaii Youth Opera Chorus where he provides private and class instruction to Hawaii's next generation of vocal talent.

Blythe Kelsey, Education Coordinator

Blythe is a new member of the Education Team at Hawaii Opera Theatre, and is responsible for the stage direction and coordination of the Opera Express Tours and school residencies. She has been involved in HOT's productions since the age of 12. She attended the Westminster Choir College of Rider University, where she majored in Vocal Performance with a concentration in Opera Studies. Roles include Sister Mathilde in *Dialogues of the Carmelites*, The High Priestess in *Aida*, and Miss Todd in a radio production of *The Old Maid and the Thief*: all at HOT; Turandot and Liù in *The Curse of Lou-Ling*, the title role in *Aida*, and Jezibaba in *Rusalka*, for HOT's Opera Express program; Cobweb in *A Midsummer's Night Dream*, and Michaëla in *Carmen*, with Westminster Opera Theatre. She performs as a soloist with Hawaii Opera Theatre, including the *Great American Voices* and *Great Singers, Great Songs* concert series.

Eric Schank, Education Assistant

Eric joined the staff of Hawaii Opera Theatre in December of 2005. He attended the University of Hawaii where he studied piano with Edward Shipwright and then the University of Akron where his teachers were Eugene Mancini and Stephanie Browne. Prior to HOT, he was employed by the University of Hawaii Music Department as well as the Theater and Dance Department as an accompanist. He has also over the years, been a pianist in many vocal, instrumental and chamber music recitals and continues to be the pianist for the Hawaii Vocal Arts Ensemble.

2. 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.

Organization Chart attached.

3. **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.

Simon Crookall	General Director	\$152,081
Kevin Takamori	Development Director	[REDACTED]
Suzanne Ruiz	Finance Director	[REDACTED]

VI. Other

1. **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

2. **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.

Hawaii Opera Theatre is a member in good standing of Opera America, the professional service organization for opera companies in the United States and Canada.

3. **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.

Not applicable.

4. **Future Sustainability Plan**

The applicant shall provide a plan for sustaining after fiscal year 2018-19 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2018-19, but
- (b) Not received by the applicant thereafter.

Hawaii Opera Theatre has been in existence since its incorporation in 1980, presenting three or four opera productions each season. The company's fiscal stability is demonstrated by its strong balance sheet, anchored by the freehold ownership of its office building, which generates rental income for HOT; and its investment portfolio in the region of \$7 million, the outcome of legacy gifts to the organization.

HOT continues its efforts to increase revenue from ticket sales and contributions. In the past four years, HOT has increased ticket income each successive year, as well as increasing the amount of contributed income it receives from corporations, foundations and individuals.

HOT maximizes its earned income by presenting one-off concerts by groups such as the Samoan vocal trio **Sol3 Mio**, and also holds regular fundraising events, including the highly anticipate Opera Ball in November.

HOT has strong support from the National Endowment for the Arts, as well as Foundations from the mainland and the State of Hawaii.

HOT continues to focus its efforts on cutting costs through in-kind donations of housing and transportation and other production costs. In addition, the repertoire is planned to balance potential ticket income against costs of production, including the availability of sets and costumes for rental from other opera companies.

5. **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, 2017.

6. **Declaration Statement**

The applicant shall submit a declaration statement affirming its compliance with Section 42F-103, Hawaii Revised Statutes. ([Link](#))

We have read the 2016 Hawaii Revised Statutes Title 5: State Financial Administration - Section 42F-103 Standards for the award of grants and agree to comply with its requirements.

7. **Public Purpose**

The applicant shall specify whether the grant will be used for a public purpose pursuant to Section 42F-102, Hawaii Revised Statutes. ([Link](#))

We declare that the grant shall be used for a public purpose, pursuant to Section 42F-102 of the 2016 Hawaii Revised Statutes.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2018 to June 30, 2019

App

Hawaii Opera Theatre

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 - Education Staff				122,141
2. Payroll Taxes & Assessments				17,832
3. Fringe Benefits				36,815
TOTAL PERSONNEL COST				176,788
B. OTHER CURRENT EXPENSES				
1. Education Program Costs	55,800			55,800
2. Artists incl travel and accommodation	100,000			550,412
3. Orchestra	0			508,182
4. Production Costs	100,000			704,794
5. Technical Labor	0			549,207
6. Marketing Costs	0			208,827
7. Box Office	0			83,624
8				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	255,800			2,660,846
C. EQUIPMENT PURCHASES	0			0
D. MOTOR VEHICLE PURCHASES	0			0
E. CAPITAL	0			0
TOTAL (A+B+C+D+E)	255,800			2,837,634
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	255,800	<div style="display: flex; justify-content: space-between;"> <div style="width: 60%;"> </div> <div style="width: 35%;"> (808) 596-7372 Phone 1/17/18 Date </div> </div>		
(b) Total Federal Funds Requested	0			
(c) Total County Funds Requested	0			
(d) Total Private/Other Funds Requested	2,837,634			
TOTAL BUDGET	3,093,434	Simon Crookall General Director Name and Title (Please type or print)		

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2018 to June 30, 2019

Applicant: Hawaii Opera Theatre _____

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

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

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2018 to June 30, 2019

Applicant: Hawaii Opera Theatre _____

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: 2016-2017	FY: 2017-2018	FY:2018-2019	FY:2018-2019	FY:2019-2020	FY:2020-2021
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:						
JUSTIFICATION/COMMENTS:						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Appr

Hawaii Opera Theatre

Contracts Total: -

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					

**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS AND SUBSIDIES PURSUANT TO
CHAPTER 42F, HAWAI'I REVISED 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 and subsidies pursuant to Section 42F-103, Hawai'i 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 or subsidy 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 or subsidy 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 or subsidy.
- 2) The applicant meets the following requirements pursuant to Section 42F-103, Hawai'i 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 or subsidy 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, Hawai'i 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, Hawai'i Revised Statutes, for grants or subsidies used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant or subsidy 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 or subsidy 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 Opera Theatre
(Typed Name of Individual or Organization)

(Signature)



Simon Crookan
(Typed Name)

(Date)

1/17/18

General Director
(Title)

*HOT STAFF

